

SPOTLIGHT

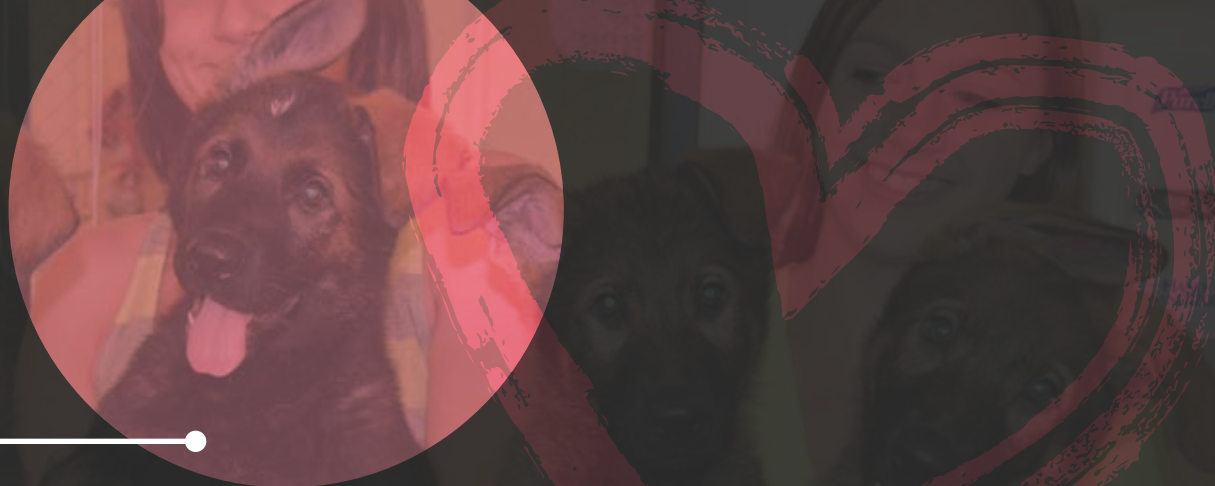
MAY 2016



TRAINED TO SERVE

— Bernard Deployed —

Bernard at 9 weeks



TRAINED TO SERVE (PART II)

PROPERLY TRAINED, A MAN CAN BE DOG'S BEST FRIEND. — COREY FORD

BACK IN THE SEPTEMBER 2013 issue of Spotlight, we introduced Bernard, the Fidelco Guide Dog Foundation pup that the SGAs sponsored as part of our Closer to the Heart charitable program. Since then, we have featured periodic "pup-dates" and followed his adventures from a roly-poly puppy to a guide-dog-in-training. We've celebrated birthdays and other milestones on his way to becoming a partner for a visually impaired person.

I can safely say that the original Bernard — Rapoport, that is — would be pleased with the way his namesake turned out.



Roger Smith
Chief Executive Officer
AIL & NILICO

In this issue, we are proud to announce that Bernard has taken his place as a working guide dog, and to an esteemed professor, no less! B is now the partner of Dr. Nicholas Giudice, director of the VEMI Lab at the University of Maine. Dr. Giudice, who has been blind since birth, founded the lab, which develops technologies to "provide life-changing solutions for blind/visually impaired people," or sighted people in situations where they can't rely on sight to navigate. I encourage you to visit the lab's website (www.vemilab.org) to learn more about the fascinating work Dr. Giudice's team is doing.

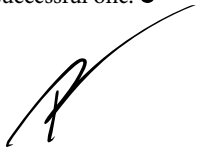
From the time Fidelco pups are three days old, they are trained to serve visually impaired people. Their future partners will depend on their skills to help them navigate through life confidently and independently. They trust the dogs' guidance to keep them safe and protected.

From the moment you joined AIL/NILICO, you have also been trained to serve. All your training has been to help you recognize and understand the needs of your clients so you can present insurance options to help protect them and their loved ones. You are providing beneficiaries with the means to navigate life securely and confidently without their loved one. Just as visually impaired people rely on a guide dog, your clients trust you, the insurance expert.

Whatever your role with our Company, it all comes down to serving people. The PR team serves our groups and our SGA offices. The Home Office staff serves the PR team and the sales field. SGAs serve as leaders to those within their offices. The agency field force serves our customers — as do we all.

Whether you are a member of our PR team, Home Office support team, an individual producer, or on the leadership career track at any level, training opportunities available through AIL/NILICO are designed to help you learn what you need to know to better serve the folks to whom we all owe our livelihood — our customers.

Anyone can be in insurance sales, but the true professional recognizes there is infinitely more value in insurance services. In the same way Bernard has been taught to place the needs of his person before his own, keeping the needs of our customers front and center in our minds is what builds, strengthens and maintains the relationships crucial to a successful, lasting partnership.

We send our very best wishes to Bernard and Dr. Giudice. We hope your partnership is a long and successful one. 

OUR THANKS TO FIDELCO GUIDE DOG FOUNDATION AND DR. NICHOLAS GIUDICE FOR SHARING THIS CHAPTER OF BERNARD'S STORY WITH US.

SPOTLIGHT

www.arc.aillife.com/arc/spotlight
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AIL NEWS

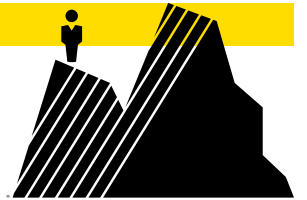
MAY 2016

VOL. 49 NO. 5

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2016, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first nine months. The rates listed are for *Spotlight* recognition only.

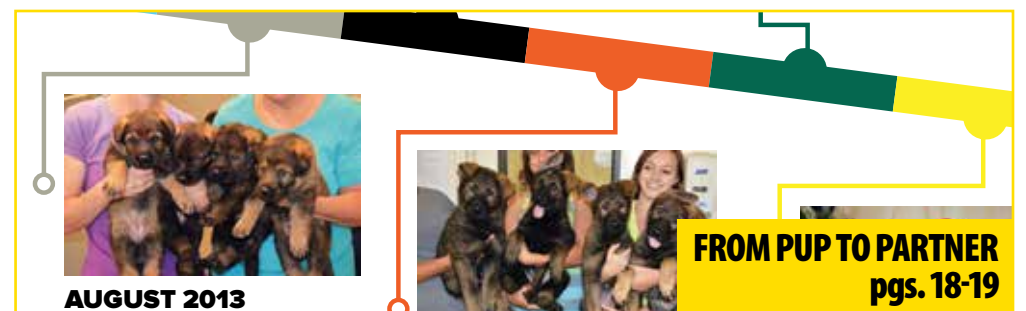
Retention: **71.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Thursday 06/23** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Tuesday 06/28**. eApp business excluded from the 7 day hold should be uploaded by **Thursday 06/30** before 2:00 p.m. CST to count for **June** production.

\$4,361,671

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Page 30-37**.



Code of Business Conduct & Ethics Torchmark and AIL/NILICO are committed to maintaining a business atmosphere and working environment based on honesty, fair dealing and sound business ethics. Please find The Torchmark Corporation Code of Business Conduct and Ethics by logging in to the Agency Resource Center at www.aillife.com/arc or www.nilife.com/arc and clicking the Torchmark Corporation Code of Business Conduct and Ethics link at the very bottom of the page. This Code of Conduct expresses the standards of integrity and business conduct that all Company directors, officers, employees and independent contractors must uphold and follow. The Code is provided to help you understand what the Company expects of you and should be read carefully.

***Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2017 Awards Presentation are: the top SGA from each Category I-VIII based on Performance Factor with 100% minimum, the top two RGAs, the top five MGAs, the top five GAs, the top five SAs, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. View the 2017 Convention Qualifications online at www.aillife.com or www.nilife.com. Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful Moon Palace Resort in Cancun! The convention will be held May 18-21, 2017.



LOOK FOR ME!

★ AGENT TENURE BONUS ★

2016



NO AGENT LEFT BEHIND

APRIL BONUS PAYOUT: **\$115,000**

APRIL BONUS QUALIFIERS: **165**

Hazem Aboueldahab	\$1,000	Eric Watson	\$1,000	Sharon Price	\$750	Armin Farahbakhsh-Priebe	\$500	Auston Mavrak	\$500
Ekaterina Andreeva	1,000	Travis Wiley	1,000	Riaz Rahman	750	Catherine Flaherty	500	Ana McKinney	500
Mark Bishop	1,000	Theron Wilson	1,000	Zonia Ramirez	750	Brenda Fox	500	Michele Meade	500
Alicia Burke	1,000	Moises Zaldivar	1,000	Del Roule	750	Tyler Goetsch	500	Danilo Mendoza	500
Julie Carr	1,000	Benjamin Albert	750	Leamber Saffold	750	Julie Greene	500	Steve Michel	500
Andrew Casprowitz	1,000	Gaspere Basile	750	Anthony Savinon	750	Scott Hannon	500	Dawn Montgomery	500
Anthony Chirico	1,000	Michael Batdorf	750	Andrew Snyder	750	Karima Hartani	500	Nicole Oleksa	500
Nadira Choudhury	1,000	Lillian Carroll	750	Joseph Stublick	750	Declan Hartley	500	Paul Ormes	500
Kethler Claimon	1,000	Stacy Cathell	750	Bernie Thompson	750	Christal Hawthorne	500	Stuart Pagan	500
Major Clary	1,000	Kristin Cesarz	750	Sashia Veerman	750	Glen Henry	500	Jonathan Palacios	500
Amber Daniels	1,000	Jacqueline Donald	750	Vanessa Ventura-Sandoval	750	Evelyn Howell	500	Catherine Phelan	500
Monica Dollins	1,000	David Drysch	750	Anthony Verrett	750	Marisa Hudson	500	Armend Rashiti	500
Oscar Garcia-Gamez	1,000	Jonathan Dunn	750	Lawanda Walton	750	David Huffstutler	500	Maggie Rhodes	500
Kevin Gillum	1,000	Mark Dushaj	750	Revawn Wilson	750	Glyn Hurst	500	Nathaniel Richards	500
Dillon Goldman	1,000	Rawad Elghadban	750	Nicole Wohlgemuth	750	Tanisha James	500	Daniel Rivera	500
Melanie Gonzalez	1,000	Charles Gotcher	750	Adrain Alfred	500	Sophony Jorvelus	500	Azim Somani	500
Monica Goulbourne	1,000	Brian Hess	750	Clarissa Armstrong	500	John Lamere	500	Rebecca Stern	500
Amanda Hardy	1,000	Hawa Kaba	750	Katherine Bailey	500	Wendy Kleiner	500	Kyra Stone	500
James Hingst	1,000	Vassilios Katos	750	Stephanie Baker	500	Dylan Klotz	500	Juliet Tellez	500
Ashley Johnston	1,000	Douglas Kemp	750	Joseph Bence	500	Ronald Kuttruff	500	Pascal Theriault	500
Drax Joseph	1,000	William Kreckeler	750	John Bernet	500	John Lamere	500	Reina Torres	500
Sergio Lanzas	1,000	Mark Lahijani	750	Angela Black	500	Zachary Larabee	500	Ryan Vannoy	500
Michael Meisel	1,000	Pedro Lemos	750	Maureen Bobilya	500	Isabelle Laraque	500	Jacob Vargas	500
Cody Messina	1,000	Kory Louvelle	750	Donna Bodine	500	Kitty Lin	500	Lindsay Walker	500
James Mulick	1,000	Felipe Santanna	750	Noel Bonomi	500	Amber Luerkens	500	Ashlie White	500
Joshua Nkwocha	1,000	Paul Marston	750	Kristen Brown	500	Tracey Martin	500	Tiara Willis	500
Tereesha O'Neal	1,000	Zachary Martinez	750	Brittany Chelette	500	Valeria Martinez	500	George Young	500
Deborah Paredes	1,000	Rebekka McCoy	750	Sierra Chiappolini	500				
Javier Roe	1,000	Lakisha Clipper	750	Alyssa Cole	500				
Charles Roy	1,000	Lauren Mezeul	750	Myles Coston	500				
Brandon Ruis	1,000	Brian Murray	750	Lacey Davies	500				
Emma Sermos	1,000	Akame Nduembe	750	Michael DeGiovanni	500				
Maxo Tanis	1,000	Mark Noel	750	Nicholas Deliberto	500				
Madison Thach	1,000	Laura O'Mary	750	Blake Dempsey	500				
Danielle Trenier	1,000	Carlos Ovalle	750	Daniel Dobyns	500				
Akasha Trujillo	1,000	Deborah Paray	750	Abena Edwards	500				
Leah Unzicker	1,000	Nada Pennington	750						

Eligibility must occur in the 4th, 5th or 6th month of tenure. Tenure month is determined by agent's contract date (first application date) with the Company. Hire/code month is Month One and based on date in the system. Contract month counts as a full month of tenure regardless of whether agent codes on the first day of the month or last day of the month. Agent must have minimum of 84% Net-to-Gross in month 4 - 6

*Qualifications and guidelines are on the ARC.

NEW LAB MEMBERS

05



ROBERT MARTINEZ, JR.

International President of the International Association of Machinists and Aerospace Workers (IAM)

A United States Navy veteran, Martinez began his IAM career in 1980 as a member of Local 776A in Ft. Worth, TX after being hired as an Aircraft Assembler at Lockheed Martin's Fort Worth Division.

Martinez has served in various positions with his local as well as serving on many boards, and committees. Previous to his January 2016 installment as International President, Martinez had served since 2013 as IAM Headquarters General Vice President (GVP) with responsibility for the William W. Winpisinger Education and Technology Center and the IAM's Government Employees and Aerospace sectors.



DANIEL STEPANO

General President of the Operative Plasterers' & Cement Masons' International Association of the United States and Canada, AFL-CIO

("OPCMIA" or "International Association")

Stepano has served the International Association and its membership at both the local and international levels. Prior to his election as General President in April 2016, he served as the Executive Vice President and General Executive Board member. He has served in these positions since 2004; and, he was elected to these positions at the 50th Convention in 2006 and 51st Convention in 2011. Stepano has also served as the Director of Organizing since January 1, 2007.

Dear Future SGA

Whether you are new to our company or someone with tenure, if you have ever wondered what you had to accomplish in order to be promoted to State General Agent, the answer is simple — achieve these four levels.

SGA Career Track

Level 1: Qualify

To qualify you must meet the following criteria:

- 2 years tenure with AIL/NILICO
- Be on an MGA/RGA Contract
- Production of at least \$225,000 of 1st Six Mo. Agent production (Last 12 Months)

Level 2: Interview

You will be flown to McKinney, Texas for dinner and an interview. During this time you will also learn about the budgetary and start-up process for new SGAs.

Level 3: Follow Up

Home Office will schedule a follow-up call with you and your SGA 60 days after your interview to discuss your progress in the areas of recruiting, production and quality. If you are still growing and moving forward, we will prepare for Step 4.

Level 4: Get an Offer

After conferring with your SGA, the Home Office will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person whom they feel they need to keep.)



Anniversaries

43 YEARS OF SERVICE

David Blaisdell, PR
28 YEARS OF SERVICE
John Wagner, PR
24 YEARS OF SERVICE
David Thornton, RGA
21 YEARS OF SERVICE
Lawrence Hauck, AGT
20 YEARS OF SERVICE
Durhon Oldham, SGA
Ilija Orlovic, SGA
Leo VanDenBussche, PR
19 YEARS OF SERVICE
Michael Hanson, AGT
18 YEARS OF SERVICE
Al Wall, PR
17 YEARS OF SERVICE
Theresa Bellajaro, AGT
David Iriye, GA
16 YEARS OF SERVICE
Timothy Clark, AGT
15 YEARS OF SERVICE
James Bailey, AGT
Joseph Diecedue, SGA

Patricia Lee, AGT

14 YEARS OF SERVICE
Travis Vandenberghe, AGT
13 YEARS OF SERVICE
Lily Sakai, AGT
12 YEARS OF SERVICE
Levar Morgan, RGA
10 YEARS OF SERVICE
Benjamin Ainscough, MGA
Matthew Cartwright, MGA
Gregory Hayman, AGT
Daven Hermosura, MGA
Jose Lopes, MGA
9 YEARS OF SERVICE
Eric Cochran, SGA
Luay Ghawi, RGA
Roghie Hassan Loo, MGA
Stephen Hill, RGA
Kevin Ishikane, GA
David Ramirez, AGT
Dawn Trudden, PR
8 YEARS OF SERVICE
Tony Anderson, PR
Jason Beckman, PR

Dustin Dunlap, MGA

Janis Pitts, PR
Jessica Santamarina, MGA
7 YEARS OF SERVICE
Rita Charles, AGT
David Higa, MGA
Steve Marker, MGA
Matthew Parks, RGA
Jean Reese, AGT
Sally Wilson, AGT
6 YEARS OF SERVICE
Vishwanath Sankaran, AGT
5 YEARS OF SERVICE
Mike Bray, AGT
Jose Castillo, AGT
Mary Maida Fujii, AGT
David Joh, AGT
Jonathan Phillips, GA
Massoud Vaziri, AGT
4 YEARS OF SERVICE
Carlos Arballo, RGA
Joseph Cruickshank, AGT
Andrew Leah, AGT
Yolette Mompoin, AGT

Jamal Simmons, SA

Gary Slocum, MGA
Nicholas Triantafyllidis, AGT
John Young, MGA
Martha Zelaya, RGA
3 YEARS OF SERVICE
Coral Ashe, AGT
Bernard Ballou, GA
Matthew Bell, AGT
Tyler Dean, GA
Nathan Doyle, GA
Bernadette Goins, SA
Alma B Gonzalez, MGA
Susan Haas, AGT
Michael Joseph, GA
George Kamel, AGT
Fran Kolos, SA
Angelique Laval, MGA
Shawn Lewicki, GA
Angel Martinez, MGA
Joseph McCallister, SA
Hirenkumar Patel, AGT
Mauri Ramirez, GA
Steven Rios, GA

Ray Salmon, SA

Andy Sertler, MGA
Gabriela Sime, MGA
2 YEARS OF SERVICE
Diana Al Ali, SA
Nunuiasolelei Alfreduipa, AGT
Kevin Amador, AGT
Heather Berg, GA
Lori Bracco, SA
Cassandra Cantner, MGA
Briana Cooper, AGT
Frank Cousins, AGT
Lindsey Dettwiller, GA
Aziz Farsakh, GA
Omar Fernandez, GA
David Herman, SA
Nicholas Lasala, GA
Joshua Latini, SA
James Lawson, SA
Jessica Liles, AGT
Carl Lindsay, SA
Edward Marin, AGT
Brandon Minor, RGA
Therese Nakamura, SA

Erin Nicole, MGA

Britney Radix, AGT
Kameelah Salter, AGT
Armando Salva, AGT
Alexander Shpirt, AGT
Paul Streater, MGA
Kamal Tayyib, GA
Brian Thai, GA
Aaron Voege, GA
Jadelene Welty, SA
Diane Williams-Lewis, SA
Deante Young, AGT
1 YEAR OF SERVICE
Charles Adkins, AGT
Jamie Allen, MGA
David Basnett, GA
Richard Beck, AGT
Anemone Bennett, SA
Jennifer Bettis, GA
Sean Boglin, SA
Holly Bonhorst, SA
Mohammed Buksh, AGT
Lisa Burseson, SA
Bridgid Casey, AGT

Johnny Castro, SA

Timothy Chandler III, SA
Alex Charalambous, SA
Douglas Clarke, SA
Edwin Cordero, AGT
Catherine Curtis, AGT
Michael Dean, GA
Bernadette Edwards, AGT
Johana Fartouh, SA
Nadia Feleti, AGT
Juan Flores, AGT
Jennifer Foote, AGT
Magdalena Franco, AGT
Raymond Fuji, GA
Brian Fuller, GA
Scott Galliford, AGT
Jeanette Gill-Taylor, AGT
Colton Gould, SA
Pierson Grasby, AGT
Rodrick Hahn, SA
Dane Harnack, GA
Nicholas Hayman, SA
Rashidah Henriques, AGT
Cherril Howard, AGT

Rondel Hunte, AGT

Jonathan Jones, GA
Tachane Joseph, AGT
Shams Kaddoura, SA
Adam Kidikas, SA
James Knight, SA
Tanya Labinowicz, SA
Jordan Lacy, SA
Kurt Lagorio, SA
Michel Lavelanet, SA
Anthony Lax, AGT
Raquel Lomeli, AGT
Stephanie Lovins, MGA
Johnny Ly, GA
Joy Manasse, AGT
Manuel Mancha, SA
Jeremiah Mangum, AGT
Chereen Mason, AGT
Tabitha McDermid, SA
Maanita Meneses, AGT
Steve Mersan, SA
Matthew Miller, MGA
Tessa Monsrud, SA
Olufemi Olushola, AGT

Steven Ostroth, AGT

Eugene Pangelinan, GA
Kadeem Parkes, AGT
Aaron Parsons, AGT
Begona Patino-Lopez, RGA
Mercedes Phillips, SA
Charles Portis, SA
Jennifer Reed, SA
Elena Riley, SA
April Rivera, GA
Mary Robinson, SA
Christopher Rose, AGT
Ronald Saling, AGT
Gregory Sampat, GA
Michael Sherwood, AGT
Jared Sinutko, AGT
Marisha Sommerville, AGT
Daniel Souza, SA
Rickey Spencer, SA
Wayne Start, AGT
Whitney Taylor, SA
Cierra Thompson, AGT
Josefina Tillery, AGT
Kirsten Watkins, SA

Twania Watson, AGT

Alana Williams, AGT
Kimberlyn Wraygore, AGT
Pa Yang, SA

Promotions

REGIONAL GENERAL AGENT:

Ibrahim Bah
Jamil Harris
Lee Jeffers
Marc Salvaggi
Scott Sonnenberg
William Tompkins
MASTER GENERAL AGENT:
Amy Collins
Scott Gassner
Christopher George
Menno Glick
Stephanie Lovins
Kristina Moore
Gladis Orozco
Cheryl Phillips-Simmons
Dominic Telymonde
James Winfield
60% GENERAL AGENT:
William Barker

Rebecca Bonesteel
Haydee Burrola
Skylar Chauvin
Matthew Halbmaier
Shawn Lewicki
Erin Noll
Joshua Randolph
April Rivera
Christian West
57.5% GENERAL AGENT:
Jesse Bachrach
Emily Brunner
Christine Buchanan
Rhiannon Cheeks
Brianna Curry
Oscar Gastelum
Sarah Gilmore
Courtney Haas
Ryan Landmark
Nicholas Lasala

MacNeal Lashley
Shai Mate
Brody Maughan-Evanson
Phillip Morgenthaler
Johnny Ramos
Bryant Rayford
Evron Simon
Demetria Thomas
James Wells
Joshua West
Richard Whyte
Jamie Winters
55% SUPERVISING AGENT:
Ryan Basile
Kamilah Brock
James Buch
Louisa Carlos
Jennifer Cruz
Sandra Diaz
Mark Dominguez

Christopher Edmunds
El Faught
Megan Hall
Skyler Hornung
Marc Hutchens
David Johnson
Sergio Lanzas
Darla McKay
Brian Melvin
MariaCristina Moreno
Carlos Murray
Edward Nguyen
Justin Prince
Zonia Ramirez
Holly Ross
Kirsten Watkins
Abraham Weissman
Leo Wright
52.5% SUPERVISING AGENT:
Benjamin Albert

Ryan Allred
Joshua Alpert
Steven Augustine
Behrad Baghbanian
Gaspere Basile
Gurjot Benipal
James Bonaccorsi
Noel Bonomi
Nathan Brady
Rachel Brooks-Kane
Danielle Bryant
Kiah Bryant
Oscar Cardoza
Michael Clower
Conrad Cole
Jamaris Coleman
Myles Coston
Matthew Crysop
Alycia D'Abruzzo
Amber Daniels

Dustin Dettbarn
Michael Dorn
Miguel Fajardo
Victor Fesinger
Joshua Flanagan
Nicholas Gasparro
Demarcus Gibson
Kailey Gillen
Russell Goldfinger
Daryl Graham
Daisy Grimes
Jared Gruzaz
Phillip Hackney
David Herchick
Robert Hero
Brian Hess
Ryan Hillman
Sarah Horner
Evelyn Howell
Chase Hrivnak

Joseph Iannetta
Sarah Israel
Megan Johnson
Vassilios Katos
Nedal Kawash
Adam Kidikas
Dylan Klotz
William Krekeler
Ronald Kuttruff
Alex Loosli
Tedroy Lynch
Mele Makaui
Anthony Maximo
Orlando Mayorga
John Mehaffey
Anthony Metas
Craig Mitchell
Danielle Morgan
Tori Murakami
Taylor Natale

Hoang Nguyen
Spencer Nichols
Stephen Norman
Somphou Olivias
Paul Ormes
Carlas Ovalle
Shafer Pacada
Deborah Paredes
Adam Peters
Sherly Philippe
Ian Pickett
Jonah Powell
Thomas Prather
Anita Przybylowicz
Anthony Ramos
Linda Reidy
Isaac Richardson
Gustavo Rivera-Delgado
Mayra Robles
Jessica Roysse

Waleah Salah
Maryna Semenova
Nicholas Shelton
William Silas
Fernando Siordia
Austin A Smith
Shelbi Sofranko
Kemberly Sousa
Temesghen Starr
Svyatoslav Stefanushyn
Cassidy Stock
Zachary Stocum
Kyra Stone
Ariana Stout
Vanina Strickland
Andre Taylor
Rupinder Toor
Seth Tuftte
Malaysia Turner
Neil Valles

Rochelle Weber
Christopher Weilandt
Kimberly West
Travis Wiley
Nicholas Yang
Emi Yokoyama
Zenon Zorij



PR Rep Crystal Senour (back) at the Verizon Strike Site in Livingston, NJ

A VOICE THAT CREATES AN **IMPACT**



Susan Fuldauer
Vice President of
Public Relations Field Operations

AT AIL/NILICO, WE ARE LED BY A VISION of what can be for working families and for what this company is and can be.

We are the dreamers, the visionaries for the Company. We are the drivers that create what is needed to move the Company to reach its goals and vision. Our fuel is not just the income that we generate for ourselves and our families; it's the heart that we run with, impacting other families and communities. We not only are a voice for working families, but we provide for their greatest needs in the most difficult of times for their families. What we champion with our labor community is what creates our biggest impact.

Labor is the champion for working families. The very best road to a strong middle class is through labor unions and a collective voice.

It is the labor movement that has provided the path to the middle class. It is our role as a company to support labor as they open this pathway for millions of people.

When we are asked by our labor partners to show up, we show up. A good example of this is the current Verizon strike impacting some 40,000 workers. We are the company that got the call to use our food bank collections for the CWA members out on strike.

We are consistently the first company asked to stand with labor on issues. We bring a business voice to the table especially on the bread-and-butter issues. It's an important voice, one that stands for an economy that works for everyone. We bring a voice of reason from a business perspective that strengthens the unions' voice on those important bread-and-butter issues; economic issues that impact all of us. We are a part of the collective voice that stands for raising the minimum wage, employee paid sick leave, and negotiating fair contracts, resulting in an economy that can work for all.

It's our legacy of being union ourselves and always being true to our core values of supporting workers, families and communities that keeps us at the table. It is this part-

nership with the Labor movement that makes this company a great place to call home and it's our partnership with the Labor movement that helps create the path to a strong middle class. Good for working families and certainly good for all of us.

Let's never forget what we bring to the table for working families. This is the heart of who we are. You are a part of a great story, a great legacy and whether you are a part of public relations or the sales force, we all add to that legacy. We are the leaders and create a lasting impact on the families and organizations we are privileged to serve. Thank you for being a part of our story. 🙌



PR George Farenthold (center) walking picket with Verizon workers

Closer to the Heart



DONATION IN METAIRIE, LOUISIANA

American Income, in partnership with the Joe Dicedue Agency, donated \$7,000 to the Muscular Dystrophy Association of Southeast Louisiana.

Joe presented the donation to Ryan Duncan, Executive Director and Chase Miller, Fundraising Coordinator for MDA SE LA. "One of our MGAs in Metairie has a son with muscular dystrophy, so this doesn't just affect our community, but our agency office as well," he said. "Our donations will help kids attend summer camp where they can enjoy horseback riding, swimming, fishing – all the activities every kid enjoys, as well as help MDA find a cure," he added.

The Muscular Dystrophy Association is leading the fight to free individuals — and the families who love them — from the harm of muscular dystrophy, ALS and related muscle-debilitating diseases that take away physical strength, independence and life.



Volunteers cleaned and organized the old kitchen in 2013



New expanded dining area



New kitchen

PEACE HOUSE REAPS WHAT AIL SOWED

In October of 2013, the Executive Council met in Park City, UT. Our Closer to the Heart partner organization was Peace House, a small domestic violence shelter.

Spouses and guests of Council members volunteered for a few hours and, noting the outdated kitchen, the \$15,550 the group donated was earmarked to renovate the kitchen.

We don't often receive follow-up from our partner groups, so we are happy to share these photos of the updated kitchen and dining area... and the thanks from the staff of Peace House.

NEW ASSOCIATES

PER MANAGER



SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Cristian Mata Penagos	4	Sabrina Lloyd	Phillip Hackney	2	Altig-Orlovic	Ronald Jones	2	James Cunningham	Anita Przybylowicz	2	Sabrina Lloyd
Natalia Tatkovska	4	Sabrina Lloyd	Daniel LaFontaine	2	Altig-Orlovic	Marc Kurzberg	2	Laura Fisher	Svyatoslav Stefanyshyn	2	Sabrina Lloyd
Omar Torres	4	Sabrina Lloyd	Andrew Rose	2	Altig-Orlovic	Colin Bryant	2	Ryan Giddens	Haydn Daniel	2	Theodore Pappas
Viyarath Vongprachanh	3	Simon Arias	Emmanuel Williams	2	Altig-Orlovic	Lisa Burseson	2	Ryan Giddens	Aryeh Freedman	2	Theodore Pappas
Casey Finley	3	Ryan Giddens	Alexandra Berberich	2	Simon Arias	Danielle LaBarbera	2	Giglione-Ackerman	Sheila Fowler	2	Raymond Risucci
Jacob Mohnke	3	Matt Henderson	Joel Nunez	2	Simon Arias	Marcus Piccirilli	2	Giglione-Ackerman	James Weir	2	Raymond Risucci
Candice Anderson	3	Chris Hernandez	Jennifer Reed	2	Simon Arias	Azar Afnan	2	Zachary Hart	Alex Normandeau	2	Imran Satti
Krystian Drozd	3	Sabrina Lloyd	Danielle Morgan	2	Souley Bah	David Peebles	2	Zachary Hart	Arien Seemann	2	Surace-Smith
Jasmin Gallaga	3	Sabrina Lloyd	Morgan Mays	2	Slav Bitman	Bryant Rayford	2	Matt Henderson	Holly Bonhorst	2	Michael Vasu
Patrycja Grudzinska	3	Sabrina Lloyd	Dwayne Gomez	2	Jose Carvajal	Karen Lamey	2	Kyle Johnson	Kristen Brown	2	Michael Vasu
Christopher Stevens	3	Krista Thieme	Kassandra Perez	2	Jose Carvajal	Suzette Mangol	2	Kyle Johnson	Megan Johnson	2	Michael Vasu
Bonnie Dupre	3	Michael Vasu	Mandale Tolefree	2	Jose Carvajal	Jeremy Rivers	2	Kyle Johnson	Nathalie Kanzki	2	Williams-Zophin
Trevor Tollefson	2	Erin Allen	Garrett Shelton	2	Richard Correa	James Bonaccorsi	2	Sabrina Lloyd			
Jacob Carlson	2	Altig-Orlovic	Akasha Trujillo	2	Richard Correa	Meghan Harris	2	Sabrina Lloyd			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Martyna Duda-Pasieka	11	Sabrina Lloyd	Timothy Watson	3	Mathew Hart	Michael Russin	2	Simon Arias	Jason von Rosenberg	2	Allan Jennings
Steven Rios	7	Sabrina Lloyd	Andre McCallum	3	Zachary Hart	Beaux Southern	2	Arias-Cimino	Richard Pazak	2	Bob Olson
Steve Bryant	6	Ryan Giddens	George Weller	3	Zachary Hart	Bernard Ballou	2	Slav Bitman	Susan Scott	2	Bob Olson
Glenn Martin	6	Giglione-Ackerman	Takiyah Smith	3	David Hausman	Lalitha Janardhanan	2	Slav Bitman	Simone Hunter	2	Chad Panzer
Brandon Ruis	6	Krista Thieme	Brian Fuller	3	Matt Henderson	Isaiah Justice	2	Slav Bitman	Derron Alexander	2	Theodore Pappas
DeAnthony Hartman	5	Zachary Hart	Johnny Ramos	3	Matt Henderson	Jennifer Bettis	2	Dorian Brown	Jesse Bachrach	2	Theodore Pappas
Vincent Meyer	5	Chris Hernandez	Demetrius Lucas	3	Kyle Johnson	Arlene Robichaux	2	Dorian Brown	Frank Cordaro	2	Theodore Pappas
Asiguy Haugabook	5	Kyle Johnson	Jeffrey Gilliana	3	Sabrina Lloyd	Crystal Revilla	2	Jose Carvajal	Andy Dorf	2	Theodore Pappas
Jason Lee	5	Sabrina Lloyd	Duane Shaw	3	Sabrina Lloyd	Raul Rojas	2	Jose Carvajal	Calvin Irving	2	Theodore Pappas
Jonathan Jones	5	Corey Neff	Pamela Randle	3	Bob Olson	Jordan Kness	2	Eric Cochran	Nicholas Lasala	2	Theodore Pappas
Christina Jauch	4	Simon Arias	Rebyka Watson	3	Bob Olson	Jennifer VanKerckvoorde	2	Eric Cochran	Andrew Chambers	2	Philip Prata
Nathan Hunt	4	Richard Correa	Travis Ward	3	Raymond Risucci	Jamie Schulz	2	Cohen-Cohen	Sean Conway	2	Philip Prata
Alma Lozano	4	Richard Correa	Jesse Benwell	3	Imran Satti	Joshua Goodman	2	Richard Correa	Bryant Logan	2	Philip Prata
Jeramey Pitman	4	Richard Correa	Brent Bowling	3	Surace-Smith	James Harding	2	Richard Correa	Robert Novotne	2	Tiffany Roland
Patricia Cicerale	4	Giglione-Ackerman	Ashley Wenning	3	Surace-Smith	Amanda South	2	Nigel Crowe	Joseph Kanaan	2	Imran Satti
Frank Rodriguez	4	Giglione-Ackerman	Scott Davison	3	Michael Vasu	Joshua Randolph	2	James Cunningham	Derek Foore	2	Surace-Smith
Micah Focken	4	Zachary Hart	Emily Brunner	3	Jamison Weatherspoon	Jonathan Frigola	2	Joseph Diecedue	Oleg Novitchii	2	Surace-Smith
Michael Stuver	4	Zachary Hart	Christopher Clark	2	Altig-Orlovic	Haydee Burrola	2	Desi Dimitrova	Austin W Smith	2	Surace-Smith
Justin Diaz	4	Theodore Pappas	Judy Dawson	2	Altig-Orlovic	Kelvin Fernandez	2	Laura Fisher	Paul Smith	2	Surace-Smith
Jordon Barron	4	Jeremy Welch	Jennifer Martin	2	Altig-Orlovic	Michael Russo	2	Laura Fisher	Alexander Spooner	2	Surace-Smith
Travis Stucki	3	Altig-Orlovic	Tereesha O'Neal	2	Altig-Orlovic	Veasna Keo	2	Don Foti	Makena Alexander	2	Daniel Umbertone
Matthew Cessna	3	Simon Arias	Brian Thai	2	Altig-Orlovic	Scott Montgomery	2	Don Foti	Quewandra Daniel	2	Daniel Umbertone
Jenna Gula	3	Simon Arias	James Wells	2	Altig-Orlovic	Jonathan Black	2	Giglione-Ackerman	Tiffany Babin	2	Michael Vasu
Richard Gaffney	3	Richard Correa	Timothy Bugge	2	Simon Arias	Karen Mosley	2	Giglione-Ackerman	Thomas Longino	2	Michael Vasu
Derren Chapman	3	James Cunningham	Brandon Edens	2	Simon Arias	Heulett Suggs	2	Mathew Hart	Darrin Roberts	2	Michael Vasu
Paul Zuzick	3	Laura Fisher	Sarah Gilmore	2	Simon Arias	Joshua Crisp	2	Zachary Hart	Marcus Moody	2	Jamison Weatherspoon
Jessica Napiza	3	Don Foti	Francis Ingulli	2	Simon Arias	Christopher Gray	2	David Hausman	Gerrit Stephens	2	Jamison Weatherspoon
John McDougald	3	Giglione-Ackerman	Brittini Kwicien	2	Simon Arias	Michael Coulthard	2	Chris Hernandez	Carrie Padgett	2	Williams-Zophin

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Marian Sertler	15	Sabrina Lloyd	Bobby Szwaja	5	Theodore Pappas	Reynolds Akuamoa	4	Theodore Pappas	Alexandra Graham	3	David Hausman
Zach Otto	12	Sabrina Lloyd	Marc Salvaggi	5	Surace-Smith	Levar Morgan	4	Theodore Pappas	Jimmy Tchen	3	Corey Neff
Andy Sertler	11	Sabrina Lloyd	Ernest Powell	5	Michael Vasu	Nasr Quadri	4	Theodore Pappas	Andre Bent	3	Bob Olson
Joshua Krueger	9	Richard Correa	Julianne Scavo	4	Erin Allen	Matthew Conrad	4	Surace-Smith	Sheila Downey	3	Bob Olson
Stephen Giddens	9	Ryan Giddens	Melinda-Rae Lyse	4	Altig-Orlovic	Jamil Harris	4	Daniel Umbertone	Natalie Linker	3	Bob Olson
William Robinson	8	Krista Thieme	Thomas Vena	4	Simon Arias	Michael Laramie	4	Michael Vasu	David Wang	3	Bob Olson
Pablo De La Cruz	7	Jose Carvajal	Patrick Knouse	4	Slav Bitman	Jameetri Washington	4	Michael Vasu	Alon Fischer	3	Theodore Pappas
Kerlens LaRose	7	Matt Henderson	Monica Brown	4	Dorian Brown	Charley Forshee	4	Jeremy Welch	Robert Kanaan	3	Imran Satti
Erez Shabtay	7	Michael Vasu	Kody Kramme	4	Eric Cochran	Michael Musso	4	Williams-Zophin	Aaron McLean	3	Imran Satti
Morgan Lobello	6	Giglione-Ackerman	Andrew McQuade	4	Richard Correa	Christopher Bentley	3	Altig-Orlovic	Patrick Bendure	3	Surace-Smith
Joshua Dishong	6	Zachary Hart	John Nieves	4	Richard Correa	AshLynn Orng	3	Altig-Orlovic	Daniel Hartwig	3	Surace-Smith
Ryan Fickert	6	Zachary Hart	Steve Svendson	4	Richard Correa	Patrick Rieger	3	Altig-Orlovic	Jessica Wilhite	3	Jamison Weatherspoon
Ricardo Subero	6	Kyle Johnson	Devon Chapman	4	James Cunningham	Justin Adams	3	Simon Arias			
Grant Myers	6	Raymond Risucci	Gevorg Yanukyan	4	Desi Dimitrova	Michael Clemente	3	Simon Arias			
Matthew Diulus	5	Simon Arias	Craig Ebinger	4	Giglione-Ackerman	Sokol Fazliu	3	Simon Arias			
Brian Zuzick	5	Laura Fisher	Magda Figueiredo	4	Giglione-Ackerman	Mark Beckford	3	Slav Bitman			
Harold Durana	5	Don Foti	Richard Dyer	4	Mathew Hart	Sean Velasquez	3	Cohen-Cohen			
Craig Strompf	5	Cindy Furer	Samuel Cohen	4	David Hausman	Mark Kukielski	3	Nigel Crowe			
Steven King	5	Zachary Hart	Beau Locker	4	Matt Henderson	Christopher Akins	3	Laura Fisher			
Rodney Ward	5	Zachary Hart	Scott Sonnenberg	4	Matt Henderson	Doreen Ryan-Foti	3	Don Foti			
Chad Potts	5	Chris Hernandez	Edford Banuel	4	Kyle Johnson	Jorge Alvarez	3	Cindy Furer			
London Nelson	5	Kyle Johnson	Christina Meyer	4	Sabrina Lloyd	Philip Roffi	3	Cindy Furer			
Evan Donoghue	5	Corey Neff	Chelsie Otto	4	Sabrina Lloyd	Mark Dombrowski	3	Giglione-Ackerman			

RGGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Robert Janev	28	Sabrina Lloyd	Matthew Turnquist	17	Richard Correa	Corey Helly	15	Giglione-Ackerman

NEW ASSOCIATE – \$1,200 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.


LEAGUE OF CHAMPIONS

MEMBERS

— By Number of Eligible Personal Recruits




Ransey Vazquez
Platinum
25 Recruits
Bob Olson




Monica Brown
Gold
15 Recruits
Dorian Brown



Orby Kelley
Gold
15 Recruits
Surace-Smith



Lesina Ah Sue
Silver
12 Recruits
Steve Friedlander




Joshua Dishong
Silver
10 Recruits
Zachary Hart



Robert Kanaan
Silver
10 Recruits
Imran Satti




Michael Denton
Silver
10 Recruits
Raymond Risucci



Daniel Lopez
Bronze
6 Recruits
Surace-Smith




Jorge Alvarez
Bronze
5 Recruits
Cindy Furer




Shai Mate
Bronze
5 Recruits
Altig-Orlovic



James Sherwood
Bronze
5 Recruits
Surace-Smith



Jasmin Gallaga
Bronze
5 Recruits
Sabrina Lloyd




Andre McCallum
Bronze
5 Recruits
Zachary Hart




Matthew Pengtakoon
Bronze
5 Recruits
Simon Arias



Diane Williams-Lewis
Bronze
5 Recruits
Bob Olson



Shalom Chaimov
Bronze
5 Recruits
Theodore Pappas



Edward Nguyen
Bronze
5 Recruits
Mathew Hart



Colin Bryant
Bronze
5 Recruits
Ryan Giddens

Q1 PR Contributions

- American Family Voices**
- American Sustainable Business Council**
- BAC** - Night of the Stars Sponsorship
- BC Building Trades** - Golf Tournament
- BCTD** - Conference & Sponsorship
- Broadbent Institute** - Conference
- Brother Rice High School**
- California Labor Federation AFL-CIO** - Event Sponsorship
- Cape Breton Island Building & Construction Trades Council** - Scholarship
- Central Oklahoma Federation of Labor, AFL-CIO** - Labor and Friends Donation
- Construction & General Workers 92** - Golfing for a Cure Hole Sponsorship
- CUPE 500** - Les Butterworth Scholarship Fund
- CWA** - Scholarship & Conference
- DC Labor Film Fest**
- Elderly Housing Development and Operations Corporation (EHDOC)**
- Fresno-Madera-Tulare-Kings Central Labor Council** - Conference
- IBEW** - Conference & Golf Sponsorships
- IBT 705** - Steve Poczowski Memorial Scholarship
- Idaho State AFL-CIO** - Convention
- Institute For Labor Studies & Research**
- Instituto Laboral de la Raza** - Labor Awards Dinner & Ad
- Interfaith Worker Justice**
- IUPA** - Scholarship
- Jewish Labor Committee**
- Jobs With Justice Education Fund** - Eleanor Roosevelt Human Rights Awards & Platinum Sponsorship
- Kama'aina Kids** - Sponsorship
- Lehigh Valley Labor Council** - Event Sponsorships
- LIUNA 368** - Silver Sponsor for Scholarship Golf Tournament
- Los Angeles County Federation of Labor, AFL-CIO** - MLK Labor Breakfast Sponsorship

- Los Angeles / Orange Counties Building & Construction Trades Council** - Ad
- Louisiana AFL-CIO** - Scholarship
- Mainland Nova Scotia Building & Construction Trades Council** - Golf Tournament
- Massachusetts Building Trades** - Convention
- Merced-Mariposa County Central Labor Council, AFL-CIO** - Labor Awards Donation
- Metropolitan Washington Council, AFL-CIO** - Ad
- Montana Public Employees Association** - Convention
- National Minority Caucus** - Table Sponsorship
- NB Fed of Snowmobile Clubs** - Level 4 Sponsorship
- New Jersey State AFL-CIO** - Conference
- New York City Central Labor Council, AFL-CIO** - Event & Ad Sponsorships
- New York Friends of Ireland** - Ad
- NJ State Policemen's Benevolent Association** - Convention
- Northeastern Oklahoma Labor Council, AFL-CIO** - Labor & Friends Banquet
- Nova Scotia Federation of Labour** - Literacy Fund Donation
- Nova Scotia Nurses Union** - Conference
- NY State Snowmobile Association** - Event Sponsorship
- Omaha Federation of Labor, AFL-CIO** - Donation
- OPEIU 30** - Walter Allen, Jr. Scholarship Golf Tournament Bronze Sponsor
- PA Credit Union Association** - Convention & Ad
- Pennsylvania AFL-CIO** - Convention & Event Sponsorships
- Pennsylvania Building & Construction Trades Council** - Bronze Sponsor for Council Meeting
- Pennsylvania Credit Union Foundation**
- Royal Canadian Legion NS Nunavut Command** - Youth Leadership Training

- Program Scholarship**
- Rochester-Genesee Valley Area Labor Federation** - Donation
- SMW 16** - Bronze Sponsorship for Doernbecher Children's Hospital Texas Hold'em Tournament
- Southwestern Voter Registration Education Project**
- Tarrant County Central Labor Council, AFL-CIO** - Jim Wright Memorial Golf Tournament
- Teamsters Joint Council 7** - Hole Sponsorship
- UA 230** - David C. Sommerville Memorial Scholarship Fund
- UAW Region 1D** - Convention & Ad
- UFCW 175 & 633** - Stewards Conference
- Union Sportsmen's Alliance**
- UNITE HERE** - Scholarship
- United Way of San Diego**
- USBC Greater Buffalo Association** - City Tournament Sponsorship
- Virginia Credit Union League Tidewater Chapter** - Golf Sponsorship
- Winnipeg Labour Council** - MayWorks & Solidarity Kids Camp Sponsorships
- Woman's Institute for Leadership Development** - Supporter Sponsorship
- Workers Unite Film Festival** - Ad

Contributions listed are from January through March.

MAKE SURE YOU'RE GROWING

AS A LEADER



Rob Gray
Vice President of
Field Operations

ONE THING IS AN ABSOLUTE IN business: you have got to have growth. Growth is the measuring stick for success and everything else (strategy, culture) serves that purpose. But what about our personal and professional growth? I am including both together here because I believe they are one in the same. They cross somewhere on the Y-axis, I know, but until we truly grow as leaders, it's hard to get growth from those we influence. Agencies need growth like we need air to breathe.

The old adage "If you're not growing, you're dying" has never been so true. We all want the same thing: to grow our business and live the dream for ourselves, our families and those we work with. So, if we all want growth so badly, why does it sometimes seem elusive? Some of those answers lie within ourselves, but it's certainly a fact that growth does not occur without some level of discomfort, personal change and increased responsibility.

You see, before we can drive Agency growth, you must first get personal growth from yourself. You cannot help others without first helping yourself. Those airline stewards got it right: put the oxygen mask on yourself first, then help those around you. Whatever your personal growth plan is, it's YOU that has to make the first move. Without you leading from the front, there's no one else to model the way for others. When your personal growth re-shapes your leadership skills, the payoff is real business growth. Everyone benefits, your team gets bigger, more profitable and expands into a new comfort zone.

What is your plan to grow as a leader and what steps have you taken to make sure you're evolving every day? Leaders are readers no doubt, but now you have to put all that coaching into everyday self-improvement. Remember, businesses don't fail, products don't fail and teams don't fail ... leaders fail. If everything we desire is riding on our outcome of success, then spending time each week on personal growth needs to be a #1 priority. The best testament to the value of your leadership is what happens in its absence. Be inspiring. Leadership is not a position; it's a disposition. Your leadership DNA can and will leave a lasting impression on everyone around you as you improve as a professional and a leader.

"Lead as if you'll be held accountable, because you will." — Bobby Bowden

So, we understand that personal leadership growth is critical to your business success, personal freedom and to maximize your potential and the potential of those around you. The ultimate goal is to increase your leadership effectiveness and have a huge IMPACT on your team. Personal growth is simply improving self-knowledge, self-understanding leading to self-mastery.

Here are some top personal growth improvement areas:

- Enduring positive mental attitude
- Mental discipline
- Problem solving
- Effective communication style
- Clarity of vision

- Sustained focus through critical thinking
- Correction, direction and affection coaching
- Accountability management
- Disciplines of execution

Personal growth will unlock not only our personal potential as a leader, but also will serve to unlock the potential of those we work with. The great part about growth as a leader is that most of us already have the roadmap for success built into us. If we tap into our collective memories, thoughts and life experiences, we can construct a new mental patterning designed to achieve the outcome we want.

Many times, the answers we are looking for are not in books but locked away in US. We have all been in the presence of great leaders, perhaps even mentored by a few. The roadmap is not a secret. We know what needs to be done. We just need to get uncomfortable enough to drive a new level of personal growth.

In life as in business, what can hold us back are two things: an inability to put forth the effort or an unwillingness to expand our comfort zone. Take the leap! The #1 key to growth is evaluation. Be honest with yourself and identify the key traits that you need to improve upon. If you need help, ask someone you respect as a leader.

The growth you attain will be in direct proportion to the quality of your thinking. Be and stay positive! It's our mental fortitude (aka brain power) that keeps us sharp and in high sensory mode — that's when we learn best! 🧠



How much do you know about the famous people who grace our 2016 **IMPACT** theme graphics?

What **IMPACT** did they make and how does that relate to our ability as individuals and collectively to make an **IMPACT**?



DR. MARTIN LUTHER KING, JR. (1929-1968)

He was an American Baptist minister, activist, humanitarian, and leader in the African-American Civil Rights Movement. He is best known for his role in the advancement of civil rights using nonviolent civil disobedience based on his Christian beliefs. He is also remembered as one of the finest orators of our time. Dr. King was assassinated on April 4, 1968.



Legal name at birth was Michael King.



Skipped the ninth and the twelfth grades of high school and entered college at age 15.



Helped organize the 1963 March on Washington, where he delivered his famous "I Have a Dream" speech.



Received the Nobel Peace Prize in 1964 for combatting racial inequality through nonviolence.



Posthumously awarded the Presidential Medal of Freedom and the Congressional Gold Medal.



Hundreds of streets in the U.S. have been renamed in his honor.



Food for Thought:

"Injustice anywhere is a threat to justice everywhere."

- Dr. Martin Luther King, Jr.



JULY 2013
Bernard's mom, Jaime, with B, and his brother and two sisters.
DOB: 7/3/2013



AUGUST 2013
Bernard enjoys a bone in the Puppy Socialization Room.
6 WEEKS OLD



NOVEMBER 2013
B earned his red Fidelco Guide Dog Puppy jacket.
4 MONTHS OLD



JANUARY 2014
B learns how to behave in social settings.
6 MONTHS OLD



Checking out a student's project in the VEMI Lab.



Discussing research topics at VEMI Lab research meeting.



Hanging out in the VEMI Lab.

MAY 2016

B and Dr. Nick Giudice are destined for a lifetime of adventure.
2 YEARS 10 MONTHS OLD



AUGUST 2013
Bernard (second from left) and his littermates are cared for in Fidelco's Pup House.
4 WEEKS OLD



SEPTEMBER 2013
Bernard (second from left) goes home to his volunteer puppy raiser family.
9 WEEKS OLD



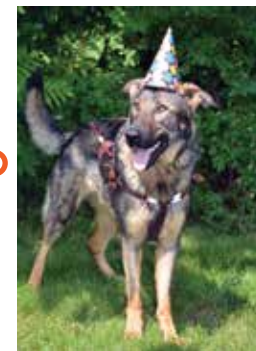
DECEMBER 2013
Bernard celebrates his first Christmas.
5 MONTHS OLD



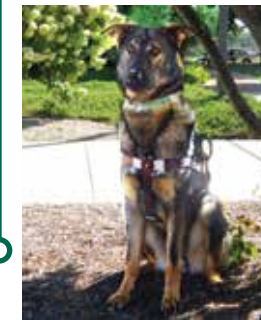
JULY 2014
Bernard turns one!
1 YEAR OLD



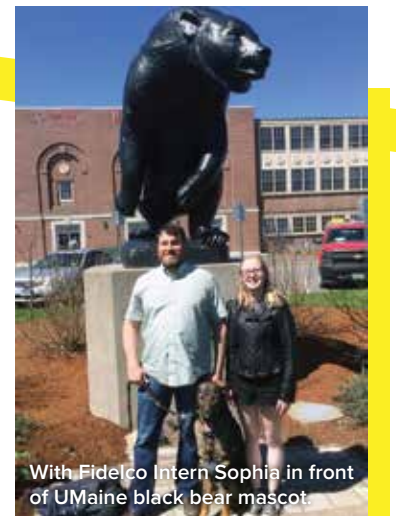
JUNE 2015
B passed three blindfold walk tests in downtown Hartford, CT.
1 YEAR 11 MONTHS OLD



JULY 2015
Happy 2nd Birthday!
2 YEARS OLD



JANUARY 2016
Bernard graduates from the Fidelco Guide Dog Foundation School.
2 YEARS 6 MONTHS OLD



With Fidelco Intern Sophia in front of UMaine black bear mascot.

From pup TO PARTNER

AT THE SPRING 2013 SGA MEETING IN CONNECTICUT, our Closer to the Heart partner organization was Fidelco Guide Dog Foundation. The SGAs raised enough money to sponsor a puppy, dubbed Bernard after AIL Founder Bernard Rapoport.

We are proud to announce that our boy Bernard has made it to the big leagues! With the help of his dedicated volunteer puppy raiser and highly skilled Fidelco trainer/instructor, B successfully passed all his milestones and is now a life-changing Fidelco Guide Dog.

Bernard is partnered with Dr. Nicholas Giudice, a professor at the University of Maine. Nick received his first guide dog when he entered college and has had Fidelco Guide Dog partners since, leading the way as he pursued an academic career including doctoral and

post-doctoral study. Today, Nick is an associate professor in the Spatial Informatics Program at the University of Maine, where he founded, and currently directs, the Virtual Environment and Multimodal Interaction (VEMI) Lab (www.vemilab.org/), a one-of-a-kind research and educational facility. Nick is congenitally blind and has a long history of designing and using assistive technology for navigation.

Findings from VEMI research are relevant to many people such as blind/visually impaired people, older adults with age-related vision loss, and sighted people who are situationally blind (for instance, texting while walking).

Bernard will have a full life of adventures partnered with Nick. In addition to his academic pursuits, Nick likes to hike, bike, and visit family and friends across the country. This summer, Nick and

Bernard will be traveling to San Francisco, Philadelphia, and internationally to Austria and Canada, as Nick (and Bernard) present Nick's research at multiple academic conferences.

For Nick, Bernard helps to make every day travel less stressful. With Bernard leading the way, Nick does not have to plan his every move and can concentrate on his work and his many other interests independently and confidently.

As a veteran guide dog user, Nick continually returns to the Fidelco Guide Dog Foundation to fulfill his needs not only for the highest quality German Shepherd Guide Dog but also for Fidelco's pioneering In-Community Placement program. This enables Nick to train with his guide dog in his own environment with minimal disruptions to his busy life.

It takes two years and \$45,000 to produce each guide dog. Fidelco gives these life-changing canine partners to its blind clients at no cost. Fidelco also provides 24/7 lifetime service to clients with annual follow up visits.

We are proud to have played a role in Bernard's story and wish him (and Dr. Giudice, of course) success and happiness.

FOR MORE INFORMATION ABOUT FIDELCO, VISIT WWW.FIDELCO.ORG



1
DARIO MESSINA
TROY, MI



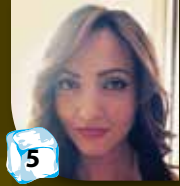
2
DANIEL LI
ST PAUL, MN



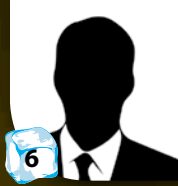
3
VAN ORTEGA
VANCOUVER, BC



4
MARK DUSHAJ
TROY, MI



5
VOJSAVA SHQUTAJ
TROY, MI



6
JARRED SPANBAUER
ROSEVILLE, MN



7
KATIE MASSART
COCHRANE, BC



8
MICHAEL VAN DELFT
HALIFAX, NS



9
MIKE SUKHAATAR
JACKSON, MS



10
BRYAN HIP-KAM
SURREY, BC



11
DEMETRICE PARKER
TROY, MI



12
EREZ SHABTAY
HOUSTON, TX



13
JOSHUA GARRISON
TROY, MI



14
JORDON GRAHAM
SCHAUMBURG, IL



15
ANDREW CHAMBERS
MIDDLETOWN, CT



16
JOEL TRASK
HALIFAX, NS



17
ALLAN CILIEZAR MARTINEZ
HOUSTON, TX



18
MASSOUD VAZIRI
VERNON, BC



19
MYAA FALLON
SCHAUMBURG, IL



20
SCOTT FLORIN
TROY, MI

ICEBREAKERS



TARYN MCARTHUR
TORONTO, ON



SAVANNHA VILLANUEVA
SCHAUMBURG, IL



STEPHANIE HARRIS
TROY, MI

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

APRIL PRODUCTION

Rank	Net ALP	NTG	RET	MGA	SGA
1	Dario Messina	\$36,836	90	Joshua Dishong	Zachary Hart
2	Daniel Li	34,733	78.6	Patrick Stenglein	Altig-Orlovic
3	Van Ortega	32,773	80.3	Rafi Nawabi	Altig-Orlovic
4	Mark Dushaj	30,636	87	Joshua Dishong	Zachary Hart
5	Vojsava Shqutaj	29,336	91	Joshua Dishong	Zachary Hart
6	Jarred Spanbauer	28,331	100	Joshua Rush	Chad Deley
7	Katie Massart	28,118	86.8	John McGrath	Altig-Orlovic
8	Michael van Delft	27,218	91.6	Scott Wheeler	Imran Satti
9	Mike Sukhbaatar	25,230	91.6		Daniel Umbertone
10	Bryan Hip-Kam	24,811	85.8	Aaron Chen	Altig-Orlovic
11	Demetrice Parker	24,230	87	Ryan Fickert	Zachary Hart
12	Erez Shabtay	24,082	87.7		Michael Vasu
13	Joshua Garrison	23,622	74.4	Ryan Fickert	Zachary Hart
14	Jordon Graham	23,471	83.8	Zach Otto	Sabrina Lloyd
15	Andrew Chambers	23,286	76.8	Ryan Wilson	Philip Prata
16	Joel Trask	22,683	76.3	Robert Kanaan	Imran Satti
17	Allan Ciliezar Martinez	22,172	98	Stephen Giddens	Ryan Giddens
18	Massoud Vaziri	21,974	84.5	Troy Plummer	Altig-Orlovic
19	Myaa Fallon	21,884	75.5	Zach Otto	Sabrina Lloyd
20	Scott Florin	21,824	89.6	Ryan Fickert	Zachary Hart
21	Mark Lomonaco	21,802	81.9	Richard Mansfield	Altig-Orlovic
22	Tevita Tupouniua	21,439	90.2	Ofa Tupouniua	Steve Friedlander
23	Eric LaBossiere	20,752	91.2	Lee Jeffers	Altig-Orlovic
24	Alvin Ali	20,172	73.6	Harold Durana	Don Foti
25	Jacinta Leonardo	19,782	94	Christopher Akins	Laura Fisher
26	Daniel Hanson	19,519	89.0	Devin Adams	Chad Deley
27	Michael Burningham	19,205	88.3	Richard Mansfield	Altig-Orlovic
28	Lily Sakai	18,649	90.9		Cohen-Cohen
29	Mike Allen	18,475	80.7	Mike Allen	Travis Moody
30	Ruben Soberanes	18,240	83.9	Doreen Ryan-Foti	Don Foti
31	Kory Louvelle	18,187	95	Luay Ghawi	Altig-Orlovic
32	David Doles	17,945	87.4	Blake Higuchi	Altig-Orlovic
33	Tiffany Babin	17,856	78.3	Jameetri Washington	Michael Vasu
34	Taneshia Solomon	17,649	94	Michael Laramie	Michael Vasu
35	Kaleiokamaile Viena	17,456	85.8	Jonathan Emura	Altig-Orlovic
36	Muhammed Ashraf	17,220	87.6	Muhammed Ashraf	Theodore Pappas
37	Helen Taylor	17,163	85.0	Bobby Gujral	Altig-Orlovic
38	Mark Lahijani	17,022	90	Mohammed Moalawi	Theodore Pappas
39	Thomas King	17,010	89.6	Darrell Asbell	Altig-Orlovic
40	Denis Snyder	16,893	82.0	Benito Menchaca	Altig-Orlovic
41	Cherril Howard	16,766	83.4	Adeyemi Akinade	Williams-Zophin
42	Max Quasem	16,691	90.1		Cohen-Cohen
43	Michael Trinh	16,381	91.1	Ho Tran	Altig-Orlovic
44	Mahadai Kryshundayal	16,350	89.2	Muhammed Ashraf	Theodore Pappas
45	Taryn McArthur	16,301	100	Jordan Chalom	Josh Chalom
46	Deonte Jones	16,269	81.6	Ryan Fickert	Zachary Hart
47	Brooklyn Mims	16,220	94	Lisa Richardson	Moswen Taylor
48	Andrew Hynan	16,157	81.7	Ryan Stenglein	Altig-Orlovic
49	Bruce Tan	16,088	84.6	Jonathan Emura	Altig-Orlovic
50	Amy Shui	15,845	83.6		Giglione-Ackerman

ALL TIME RECORD: MARK NELSON \$159,402 Net ALP

YTD PRODUCTION

Rank	Net ALP	NTG	RET	MGA	SGA
* 1	Mark Dushaj	\$193,652	87	Joshua Dishong	Zachary Hart
* 2	Michael van Delft	124,861	91.6	Scott Wheeler	Imran Satti
* 3	Massoud Vaziri	122,951	84.5	Troy Plummer	Altig-Orlovic
* 4	Daniel Hanson	117,850	89.0	Devin Adams	Chad Deley
* 5	Mike Sukhbaatar	108,313	91.6		Daniel Umbertone
* 6	Dario Messina	94,223	90	Joshua Dishong	Zachary Hart
* 7	Lily Sakai	88,600	90.9		Cohen-Cohen
* 8	Daniel Li	85,526	78.6	Patrick Stenglein	Altig-Orlovic
* 9	Van Ortega	85,362	80.3	Rafi Nawabi	Altig-Orlovic
* 10	Tevita Tupouniua	80,829	90.2	Ofa Tupouniua	Steve Friedlander
11	Mike Allen	79,781	80.7	Mike Allen	Travis Moody
12	Bruce Tan	79,627	84.6	Jonathan Emura	Altig-Orlovic
13	Alan Sedaghat	78,123	84.9	Bobby Gujral	Altig-Orlovic
14	Mark Lomonaco	78,013	81.9	Richard Mansfield	Altig-Orlovic
15	Ronald Rivera	75,947	87.5		Cohen-Cohen
16	Joey Kennedy	75,362	84.5	AshLynn Orng	Altig-Orlovic
17	Alvin Ali	72,259	73.6	Harold Durana	Don Foti
18	Roghie Hassan Loo	72,086	76.0	Roghie Hassan Loo	Josh Chalom
19	Riley Peters	70,533	80.8	Richard Mansfield	Altig-Orlovic
20	Erez Shabtay	70,182	87.7		Michael Vasu
21	Bruce Viaje	69,839	83.8	Bobby Gujral	Altig-Orlovic
22	Max Quasem	69,807	90.1		Cohen-Cohen
23	Joachim Jean	68,531	87.7	Ryan K Hall	Laura Fisher
24	Muhammed Ashraf	66,673	87.6	Muhammed Ashraf	Theodore Pappas
25	Dustin Dunbar	66,590	93.4	Dustin Dunbar	Dustin Venekamp
26	Ashley Rust	66,443	93	Joy Vann-Austin	James Cunningham
27	Matthew Zang	66,354	76.8	Nicholas Walsh	Altig-Orlovic
28	Paul Smith	66,154	85.9	Patrick Bendure	Surace-Smith
29	Elba Vargas	65,638	74.9	Antonio Reyes	Simon Arias
30	Eric LaBossiere	64,485	91.2	Lee Jeffers	Altig-Orlovic
31	Tina Phongsavath	64,071	87.1	Richard Mansfield	Altig-Orlovic
32	Nikola Subotic	63,978	89	Aaron Chen	Altig-Orlovic
33	Joseph Sarasin	63,900	73.7	Patrick Bendure	Surace-Smith
34	Michael Trinh	62,961	91.1	Ho Tran	Altig-Orlovic
35	Kaleiokamaile Viena	62,072	85.8	Jonathan Emura	Altig-Orlovic
36	William Parmeter	61,779	75.0	Hal Herman	Durhon Oldham
37	Scott Florin	61,202	89.6	Ryan Fickert	Zachary Hart
38	Douglas Clarke	61,057	86.9	Joshua Jackson	Joseph Diecedue
39	Brett Maurice	60,907	87.6	Christopher Hintz	Altig-Orlovic
40	Andrew Hynan	60,453	81.7	Ryan Stenglein	Altig-Orlovic
41	Helen Taylor	60,141	85.0	Bobby Gujral	Altig-Orlovic
42	Jordon Graham	58,478	83.8	Zach Otto	Sabrina Lloyd
43	Katie Massart	58,287	86.8	John McGrath	Altig-Orlovic
44	Kory Louvelle	58,229	95	Luay Ghawi	Altig-Orlovic
45	Wislaine Laurent	57,353	76.3	Ryan K Hall	Laura Fisher
46	Cynthia Sittig	57,141	72.3	Andrew Wagner	Durhon Oldham
47	Daniel Marino	57,060	96	Muhammed Ashraf	Theodore Pappas
48	Ifeanayi Ufodu	56,997	90.9		Allan Jennings
49	Tina Nelson	56,677	83.4		Chad Panzer
50	Robert Adrahtas	56,403	78.2	Marian Sertler	Sabrina Lloyd

ALL TIME RECORD: JOSHUA DISHONG \$756,403 Net ALP



APRIL PRODUCTION

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	David Peebles	\$130,294	\$137,329		84.8	Joshua Dishong	Zachary Hart
2	Krystian Drozd	44,797	52,230	92		Marian Sertler	Sabrina Lloyd
3	Azar Afnan	40,415	50,243		78.1	Rodney Ward	Zachary Hart
4	Casey Finley	38,971	38,899		75.1	Stephen Giddens	Ryan Giddens
5	Patrycja Grudzinska	38,721	43,518	94		Marian Sertler	Sabrina Lloyd
6	Viyarath Vongprachanh	37,312	42,293	94		Matthew Diulus	Simon Arias
7	Danielle LaBarbera	32,362	39,332	96		Magda Figueiredo	Giglione-Ackerman
8	Marysa Maggio	31,539	29,415	85		Christopher Akins	Laura Fisher
9	Aziz Farsakh	31,524	38,669		82.2	Mohammed Moalawi	Theodore Pappas
10	Tabitha Witherell	29,510	31,590		73.9	Matthew Diulus	Simon Arias
11	Cristian Mata Penagos	28,985	28,985	86		Christina Meyer	Sabrina Lloyd
12	Alexandra Berberich	28,712	30,394		76.3	Antonio Reyes	Simon Arias
13	Marc Kurzberg	27,216	25,762		75.7	Brian Zuzick	Laura Fisher
14	Cristina Fox	26,296	33,317		84.3	Magda Figueiredo	Giglione-Ackerman
15	Edwin Rodriguez	25,471	30,527		76.2	Jason Bratin	Simon Arias
16	Bonnie Dupre	25,338	43,699		73.4	Ernest Powell	Michael Vasu
17	Abbas Abdul-Khaliq	25,149	41,369	95		Ryan Fickert	Zachary Hart
18	Phillip Waisman	24,981	24,981	93		Robert Kanaan	Imran Satti
19	Colin Bryant	24,394	29,476	93		Stephen Giddens	Ryan Giddens
20	Timothy Penso	23,585	27,719		82.8	Nicholas Moore	Durhon Oldham

ALL TIME RECORD: \$286,210 1st 6 Mo Agt

ALL TIME RECORD: \$286,210 Net ALP

YTD PRODUCTION

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	David Peebles	\$413,750	\$445,966		84.8	Joshua Dishong	Zachary Hart
*2	Krystian Drozd	210,376	234,163	92		Marian Sertler	Sabrina Lloyd
*3	Patrycja Grudzinska	178,826	197,464	94		Marian Sertler	Sabrina Lloyd
*4	Viyarath Vongprachanh	114,138	123,916	94		Matthew Diulus	Simon Arias
*5	Edwin Rodriguez	112,355	125,271		76.2	Jason Bratin	Simon Arias
6	Casey Finley	104,081	108,887		75.1	Stephen Giddens	Ryan Giddens
7	Meghan Harris	99,529	99,529	92		Chelsie Otto	Sabrina Lloyd
8	Azar Afnan	96,640	123,228		78.1	Rodney Ward	Zachary Hart
9	Timothy Penso	95,152	151,550		82.8	Nicholas Moore	Durhon Oldham
10	Tonya Bailey	94,866	151,940		75.7	Nicholas Moore	Durhon Oldham
11	Omar Torres	91,622	91,622	91		Zach Otto	Sabrina Lloyd
12	Kyle Alden	82,102	153,061		78	Juan Olvera	Stephen Jubrey
13	Danielle LaBarbera	79,233	121,790	96		Magda Figueiredo	Giglione-Ackerman
14	Cristian Mata Penagos	76,403	76,403	86		Christina Meyer	Sabrina Lloyd
15	Marc Kurzberg	73,500	94,336		75.7	Brian Zuzick	Laura Fisher
16	Kristen Brown	72,287	86,250	95		Erez Shabtay	Michael Vasu
17	Matthew Dawson	70,453	151,951		73	Marc Salvaggi	Surace-Smith
18	Cristina Fox	68,609	88,608		84.3	Magda Figueiredo	Giglione-Ackerman
19	Aziz Farsakh	67,311	85,166		82.2	Mohammed Moalawi	Theodore Pappas
20	James Jones	67,161	86,239	92		Robert Smith	Durhon Oldham

ALL TIME RECORD: \$653,097 1st 6 Mo Agt

ALL TIME RECORD: \$959,675 Net ALP

GENERAL AGENTS



APRIL PRODUCTION

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Michael Stuver	\$104,313	\$273,550		75.6	Ryan Fickert	Zachary Hart
2	DeAnthony Hartman	79,514	116,928		71.0	Rodney Ward	Zachary Hart
3	Steve Bryant	76,313	79,629	90		Stephen Giddens	Ryan Giddens
4	Nathan Hunt	72,551	85,064		87.5	Joshua Krueger	Richard Correa
5	Patricia Cicerale	70,834	83,150		74.1	Magda Figueiredo	Giglione-Ackerman
6	Ashley Wenning	63,705	112,893		74.5	Daniel Hartwig	Surace-Smith
7	Kelvin Fernandez	60,679	72,679		76.1	Christopher Akins	Laura Fisher
8	Christina Jauch	57,386	62,606	92		Matthew Diulus	Simon Arias
9	Karen Mosley	56,647	64,457	94		George O'Shea	Giglione-Ackerman
10	Jonathan Jones	55,363	66,240	94		Evan Donoghue	Corey Neff
11	Glenn Martin	54,120	69,935	93		Morgan Lobello	Giglione-Ackerman
12	Martyna Duda-Pasieka	53,447	56,675	96		Andy Sertler	Sabrina Lloyd
13	Jeramey Pitman	48,790	59,103	93		Joshua Krueger	Richard Correa
14	Steven Rios	46,612	62,232		71.5	Marian Sertler	Sabrina Lloyd
15	Paul Zuzick	46,499	52,196		72.0	Brian Zuzick	Laura Fisher
16	Elias Boles	46,396	72,599		74.4	Nicholas Moore	Durhon Oldham
17	Brandon Ruis	43,998	49,628	96		William Robinson	Krista Thieme
18	Asiguy Haugabook	43,871	67,135		72.2	London Nelson	Kyle Johnson
19	Brandon Edens	42,176	68,297		71.8	Antonio Reyes	Simon Arias
20	Johnny Ly	40,597	61,614	94		Corey Helly	Giglione-Ackerman

ALL TIME RECORD: \$441,104 1st 6 Mo Agt

ALL TIME RECORD: \$624,474 Net ALP

YTD PRODUCTION

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Michael Stuver	\$311,184	\$684,583		75.6	Ryan Fickert	Zachary Hart
*2	Steve Bryant	275,474	389,700	90		Stephen Giddens	Ryan Giddens
*3	Patricia Cicerale	268,130	334,818		74.1	Magda Figueiredo	Giglione-Ackerman
*4	Nathan Hunt	242,481	278,421		87.5	Joshua Krueger	Richard Correa
*5	Ashley Wenning	233,652	447,372		74.5	Daniel Hartwig	Surace-Smith
6	DeAnthony Hartman	228,692	366,795		71.0	Rodney Ward	Zachary Hart
7	Steven Rios	228,264	298,841		71.5	Marian Sertler	Sabrina Lloyd
8	Glenn Martin	193,249	252,620	93		Morgan Lobello	Giglione-Ackerman
9	Timothy Bugge	192,159	227,855		72.8	Britton Costa	Simon Arias
10	Jeramey Pitman	187,351	239,314	93		Joshua Krueger	Richard Correa
11	Tyler Worstell	186,533	254,802		72.5	John Conard	Simon Arias
12	Elias Boles	186,291	276,663		74.4	Nicholas Moore	Durhon Oldham
13	Martyna Duda-Pasieka	181,428	216,594		76.8	Andy Sertler	Sabrina Lloyd
14	Karen Mosley	170,346	193,092		78.1	George O'Shea	Giglione-Ackerman
15	Christina Jauch	160,771	189,821	92		Matthew Diulus	Simon Arias
16	Kelvin Fernandez	148,475	245,361		76.1	Christopher Akins	Laura Fisher
17	Brent Bowling	145,900	445,709		73.9	Marc Salvaggi	Surace-Smith
18	Asiguy Haugabook	144,392	222,027		72.2	London Nelson	Kyle Johnson
19	Michael Russo	141,060	199,045		81.4	Gabriela Sime	Laura Fisher
20	Jeffrey Gilliana	140,051	158,123		100	Zach Otto	Sabrina Lloyd

ALL TIME RECORD: \$1,468,394 1st 6 Mo Agt

ALL TIME RECORD: \$2,262,883 Net ALP

MASTERGENERALAGENTS



1
MARIAN SERTLER
SCHAUMBURG, IL



2
JOSHUA KRUEGER
AURORA, CO



3
RYAN FICKERT
TROY, MI



4
NICHOLAS MOORE
ROCHESTER, NY



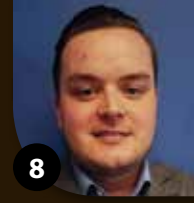
5
MATTHEW DIULUS
PITTSBURGH, PA



6
ZACH OTTO
SCHAUMBURG, IL



7
MAGDA FIGUEIREDO
EDISON, NJ



8
BRIAN ZUZICK
BURLINGTON, MA



9
COREY HELLY
EDISON, NJ



10
DANIEL HARTWIG
SYLVANIA TOWNSHIP, OH

APRILPRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Marian Sertler	\$141,488	\$173,121	72.3	Sabrina Lloyd
2	Joshua Krueger	139,578	170,134	78.3	Richard Correa
3	Ryan Fickert	111,003	329,662	71.4	Zachary Hart
4	Nicholas Moore	89,541	175,300	78.9	Durhon Oldham
5	Matthew Diulus	86,129	92,369	73.7	Simon Arias
6	Zach Otto	83,562	172,554	73.5	Sabrina Lloyd
7	Magda Figueiredo	70,628	83,552	74.5	Giglione-Ackerman
8	Brian Zuzick	65,077	72,215	77.9	Laura Fisher
9	Corey Helly	63,937	108,723	79.5	Giglione-Ackerman
10	Daniel Hartwig	63,110	111,275	77.5	Surace-Smith
11	Christopher Akins	58,322	72,580	74.5	Laura Fisher
12	Bobby Szwaja	56,740	108,752	82.3	Theodore Pappas
13	Erez Shabtay	54,104	90,105	93	Michael Vasu
14	Marc Salvaggi	53,854	124,504	73.9	Surace-Smith
15	Morgan Lobello	52,876	68,533	76.5	Giglione-Ackerman
16	Richmond Gerrish	52,786	77,410	75.8	Laura Fisher
17	Evan Donoghue	52,782	64,609	92	Corey Neff
18	Thomas Vena	52,186	83,438	82.7	Simon Arias
19	Dan Ikei	51,709	84,225	79.7	Altig-Orlovic
20	Andy Sertler	50,672	53,900	78.1	Sabrina Lloyd

ALL TIME RECORD: \$438,277 1st 6 Mo Agt

ALL TIME RECORD: \$723,872 Net ALP

YTDPRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Marian Sertler	\$673,166	\$851,370	72.3	Sabrina Lloyd
* 2	Joshua Krueger	522,316	677,509	78.3	Richard Correa
* 3	Zach Otto	443,249	734,636	73.5	Sabrina Lloyd
* 4	Nicholas Moore	376,437	843,160	78.9	Durhon Oldham
* 5	Ryan Fickert	355,385	822,021	71.4	Zachary Hart
6	Marc Salvaggi	272,781	665,985	73.9	Surace-Smith
7	Magda Figueiredo	271,626	339,909	74.5	Giglione-Ackerman
8	Bobby Szwaja	260,875	492,211	82.3	Theodore Pappas
9	Matthew Diulus	232,748	357,300	73.7	Simon Arias
10	Daniel Hartwig	224,076	491,166	77.5	Surace-Smith
11	Robert Smith	221,765	412,752	80.9	Durhon Oldham
12	Evan Holzhauser	220,107	296,747	73	Giglione-Ackerman
13	Thomas Vena	203,788	498,230	82.7	Simon Arias
14	Begona Patiño-Lopez	198,466	304,860	85	Cisco Perez
15	Brian Zuzick	197,090	274,859	77.9	Laura Fisher
16	Morgan Lobello	196,181	261,971	76.5	Giglione-Ackerman
17	Corey Helly	196,006	373,600	79.5	Giglione-Ackerman
18	Chelsie Otto	194,489	200,151	78.5	Sabrina Lloyd
19	Dan Ikei	186,098	250,995	79.7	Altig-Orlovic
20	Richmond Gerrish	182,408	257,649	75.8	Laura Fisher

ALL TIME RECORD: MARIAN SERTLER \$2,554,545 1st 6 Mo Agt

ALL TIME RECORD: \$4,468,285 Net ALP

REGIONALGENERALAGENTS



1
JOSHUA DISHONG
TROY, MI



2
COREY HELLY
EDISON, NJ



3
THOMAS VENA
PITTSBURGH, PA



4
MATTHEW DIULUS
PITTSBURGH, PA



5
ROBERT JANEV
SCHAUMBURG, IL

APRILPRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Joshua Dishong	\$372,794	\$699,571	71.2	Zachary Hart
2	Corey Helly	270,318	384,265	76.8	Giglione-Ackerman
3	Thomas Vena	236,497	376,646	76.5	Simon Arias
4	Matthew Diulus	226,922	304,837	71.2	Simon Arias
5	Robert Janev	226,814	344,581	72.7	Sabrina Lloyd
6	Matthew Turnquist	221,198	321,813	75.4	Richard Correa
7	Marian Sertler	194,303	229,164	71.6	Sabrina Lloyd
8	Brett Gryska	182,906	461,981	80.7	Durhon Oldham
9	Levar Morgan	157,437	404,515	79.6	Theodore Pappas
10	Ryan Hall	153,492	233,735	77.0	Laura Fisher

ALL TIME RECORD: \$980,159 1st 6 Mo Agt

ALL TIME RECORD: \$1,435,508 Net ALP

YTDPRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Joshua Dishong	\$1,314,076	\$2,137,599	71.2	Zachary Hart
* 2	Robert Janev	1,138,959	1,636,604	72.7	Sabrina Lloyd
3	Matthew Turnquist	1,026,347	1,516,603	75.4	Richard Correa
4	Corey Helly	946,520	1,360,920	76.8	Giglione-Ackerman
5	Matthew Diulus	892,468	1,453,194	71.2	Simon Arias
6	Marian Sertler	846,488	1,052,914	71.6	Sabrina Lloyd
7	Thomas Vena	819,909	1,731,216	76.5	Simon Arias
8	Brett Gryska	801,120	2,191,706	80.7	Durhon Oldham
9	Matthew Parks	750,544	1,826,694	73.5	Surace-Smith
10	Zach Otto	648,159	939,546	73.4	Sabrina Lloyd

ALL TIME RECORD: \$5,230,627 1st 6 Mo Agt

ALL TIME RECORD: \$8,242,209 Net ALP



ZACHARY HART



MICHAEL VASU



JOSEPH DIECEDUE



CHAD DELEY



DANIEL UMBERTONE



MOSWEN TAYLOR



KRISTA THIEME

TOPPERFORMANCEFACTOR



ZACHARY HART
Category I
145.8% Performance Factor



MOSWEN TAYLOR
Category VII
137.7% Performance Factor



MICHAEL VASU
Category II
135.1% Performance Factor

Top three every month by performance factor.

APRILPRODUCTION

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RTN
Zachary Hart	145.8	\$430,564	\$340,000	126.6	\$417,423	\$253,000	165.0	\$847,987	39.9		73.5
Theodore Pappas	107.0	306,966	260,000	118.1	397,746	415,000	95.8	704,712	30.8		78.8
Giglione-Ackerman	103.1	388,695	350,000	111.1	281,890	296,000	95.2	670,585	24.0		75.5
Michael Vasu	135.1	\$268,593	\$240,000	111.9	\$316,749	\$200,000	158.4	\$585,342	41.8	93	
Chris Hernandez	93.7	163,188	205,000	79.6	237,237	220,000	107.8	400,424	18.2		75.9
Joseph Diecedue	104.1	\$153,267	\$180,000	85.1	\$136,618	\$111,000	123.1	\$289,885	34.0		74.7
Laura Fisher	102.5	227,701	200,000	113.9	109,428	120,000	91.2	337,128	19.8		77.2
Chad Deley	113.7	\$70,414	\$65,000	108.3	\$108,342	\$91,000	119.1	\$178,756	16.6		78.1
Eric Cochran	109.2	74,652	70,000	106.6	84,971	76,000	111.8	159,623	10.7		81.7
Daniel Umbertone	116.0	\$50,068	\$45,000	111.3	\$60,355	\$50,000	120.7	\$110,423	31.7		78.6
Corey Neff	111.6	76,351	55,000	138.8	35,407	42,000	84.3	111,758	53.0		75.5
Tiffany Roland	94.8	45,409	45,000	100.9	50,579	57,000	88.7	95,988	25.6		77.0
Moswen Taylor	137.7	\$64,663	\$45,000	143.7	\$55,333	\$42,000	131.7	\$119,995	171.2		76.5
Travis Moody	119.5	40,888	45,000	90.9	62,197	42,000	148.1	103,085	68.5		75.8
Krista Thieme	122.9	\$65,316	\$26,000	251.2	\$-1,389	\$26,000	-5.3	\$63,927	69.8	84	
Erin Allen	121.2	57,661	26,000	221.8	5,339	26,000	20.5	63,000	N/A	86	
Cisco Perez	115.3	49,446	35,000	141.3	30,392	34,000	89.4	79,838	73.2		72.7
Christine Judge	91.6	16,557	26,000	63.7	31,083	26,000	119.6	47,640	15.8	80	

YTDPRODUCTION

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RTN
Zachary Hart	114.8	\$1,525,204	\$1,360,000	112.1	\$1,188,746	\$1,012,000	117.5	\$2,713,950	48.0		73.5
Theodore Pappas	101.0	1,086,977	1,040,000	104.5	1,617,241	1,660,000	97.4	2,704,219	30.1		78.8
Giglione-Ackerman	99.1	1,616,910	1,400,000	115.5	978,347	1,184,000	82.6	2,595,257	24.9		75.5
Altig-Orlovic	96.3	4,174,604	4,420,000	94.4	7,845,558	8,000,000	98.1	12,020,162	18.7		78.2
Michael Vasu	122.4	\$930,502	\$960,000	96.9	\$1,182,880	\$800,000	147.9	\$2,113,382	54.8	93	
Laura Fisher	112.7	\$805,092	\$800,000	100.6	\$598,581	\$480,000	124.7	\$1,403,673	55.9		77.2
Philip Prata	96.7	452,396	480,000	94.2	507,690	512,000	99.2	960,087	23.0		74.7
Joseph Diecedue	90.6	616,539	720,000	85.6	424,201	444,000	95.5	1,040,740	28.3		74.7
Ryan Giddens	92.9	\$389,769	\$480,000	81.2	\$184,097	\$176,000	104.6	\$573,867	27.5	89	
Chad Deley	104.1	\$164,928	\$260,000	63.4	\$526,918	\$364,000	144.8	\$691,845	66.5		78.1
Eric Cochran	101.8	278,936	280,000	99.6	315,921	304,000	103.9	594,857	24.9		81.7
Albert Serur	121.5	\$242,685	\$180,000	134.8	\$250,984	\$232,000	108.2	\$493,669	39.4	88	
Daniel Umbertone	100.0	156,843	180,000	87.1	225,867	200,000	112.9	382,710	44.8		78.6
Tiffany Roland	96.6	161,302	180,000	89.6	236,201	228,000	103.6	397,503	54.6		77.0
Corey Neff	90.4	236,956	220,000	107.7	122,785	168,000	73.1	359,741	24.2		75.5
Travis Moody	115.7	\$156,138	\$180,000	86.7	\$242,949	\$168,000	144.6	\$399,086	64.1		75.8
Moswen Taylor	114.1	238,971	180,000	132.8	160,372	168,000	95.5	399,343	112.5		76.5
Jared Cleckner	99.8	183,189	160,000	114.5	129,411	152,000	85.1	312,600	47.5		72.9
Dorian Brown	134.6	\$184,542	\$180,000	102.5	\$140,002	\$84,000	166.7	\$324,544	21.8		72.6
Cisco Perez	129.6	212,853	140,000	152.0	145,807	136,000	107.2	358,660	105.9		72.7
Erin Allen	108.6	201,082	104,000	193.3	24,830	104,000	23.9	225,912	N/A	86	
Christine Judge	96.2	68,211	104,000	65.6	131,818	104,000	126.7	200,030	68.9	80	

† Performance factor = (% F6 Mo Obj + % P6 Mo Obj) ÷ 2

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% Growth and 90% Performance Factor with retention or net to gross standard. YTD Winners for Categories I-VIII will be recognized at Convention by highest Performance Factor in excess of 100% and the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards.

CATEGORY I



1 CHUCK HILL
LODI, CA



2 BRENDA DI SOMMA
SOMERSET, NJ

CATEGORY III



1 CARL ZABLOTNY
LAS VEGAS, NV



2 LEO VANDENBUSSCHE
WINNIPEG, MB

CATEGORY II



1 ROBIN ANDRADE
MALDEN, MA



2 TAMI WILLIAMS
INDIANAPOLIS, IN

CATEGORY IV



1 RANDY STOCKLEY
TWILLINGATE, NL



2 KEN ALTIZER
MT NEBO, WV

TOPROOKIE



CASEY CASH
GREAT FALLS, MT

ICEBREAKER



THOMAS FLYNN
SEATTLE, WA

TOPMANAGER



CHUCK HILL
LODI, CA

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS:

CATEGORY	POPULATION	ROOKIE:	Reps with 2015 Hire Date
1	over 11,000,000		
2	8,000,000 to 10,999,000	ICEBREAKER:	Reps with 2016 Hire Date
3	5,000,000 to 7,999,999		
4	Under 5,000,000	PR MANAGER:	Overall card growth at the end of the current month over previous year.

APRIL PRODUCTION

Category	Rank	Production in Cards	Location/Manager
I	1	7,433	NorCal & Reno/Jason Beckman
	2	2,387	NJ/Brian Ryan
	3	1,759	NY City/Brian Ryan
	4	1,713	NY City/Brian Ryan
	5	1,705	MI/Beth Farm
II	1	1,907	Mass & RI/Rosanna Gill
	2	1,639	IN/Michelle Baxter
	3	1,478	Houston/Christa Davis
	4	1,357	NY State/JT Tasker
	5	1,322	NY State/JT Tasker
III	1	1,243	NV/Jason Beckman
	2	1,015	MB/Jackie Lowe
	3	851	CT & W Mass/Rosanna Gill
	4	796	Central FL/Patti Morgan
	5	690	S FL/Billy Sauers
IV	1	2,115	NL/Melissa Lively
	2	1,986	WV/Tami Williams
	3	1,799	OR/Shannon Bennett
	4	1,759	KS & NW MO/Cindy Cleary
	5	1,187	MT/Denise Gilbert
ROOKIE	1	1,187	MT/Denise Gilbert
ICEBREAKER	1	326	WA/Shannon Bennett

ALL TIME PR CARD PRODUCTION RECORD: 18,960 CARDS

APRIL MANAGERS

Rank	Card Growth	Director
1	4,957	Jason Beckman
2	3,214	Laurie Onasch
3	2,526	Patti Morgan
4	2,476	Michelle Baxter
5	2,289	Patti Morgan

YTD PRODUCTION

Category	Rank	Production in Cards	Location/Manager
I	*1	9,897	NorCal & Reno/Jason Beckman
	*2	7,264	NJ/Brian Ryan
	3	6,564	AZ/Jason Beckman
	4	6,266	PA/Katherine Pratt
	5	5,651	NY City/Brian Ryan
II	*1	6,577	Mass & RI/Rosanna Gill
	*2	5,456	BC/Jackie Lowe
	3	5,144	NY State/JT Tasker
	4	4,916	NY State/JT Tasker
	5	3,927	IN/Michelle Baxter
III	*1	7,406	NV/Jason Beckman
	*2	5,272	TN & SW NC/Beth Farm
	3	3,558	CT&W Mass/Rosanna Gill
	4	3,112	MN/Dawn Trudden
	5	3,033	S OH/Tami Williams
IV	*1	6,389	NL/Melissa Lively
	*2	5,756	KS & NW MO/Cindy Cleary
	3	5,416	IA/Dawn Trudden
	4	5,331	OK/Christa Davis
	5	4,965	NE/Cindy Cleary

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 CARDS

YTD MANAGERS


Rank	Card Growth	Director
*1	9,497	Patti Morgan
*2	9,264	Patti Morgan
*3	6,872	Michelle Baxter
4	4,254	Laurie Onasch
5	2,928	Laurie Onasch

APRIL BONUSES

Ken Altizer	Vanessa Dean	Jerry Hartnett	Lisa McGee	William Slocum
Tony Anderson	Robin Denham	Krissa Hensley	Kimberly McGuire	Patrena Smith
Robin Andrade	Brenda Di Somma	Dee Hettinger	Pam Monetti	Tracy Smith
Malka Arony	Dion Dizon	Katy Hogge	Jermaine Moore	Rona Pileggi Spano
Ralph Beard	Jeanette Dodd	Brett Hulme	Tim O'Connor	Donald Spohn
Lisa Bennett	Vivian Dwyer	Sandy Knapp	Steve Orcheron	Randy Stockley
Gabriela Berloni	Viki Farr	Shane Knowles	Kathy Pappas	Sarah Thomson-Dufrechou
Deborah Boles	Mark Flemm	Cindy Kuncce	Nicole Pate	Jessica Treybick
Lou Nell Busby	Mark Gagliardi	Donna LaMontagna	Cas Robinson	Bryan Uhl
Casey Cash	Susan Gilbert	Timothy Leary	Chas Robinson	Leo VanDenBussche
Fran Christie	Laurie Gruber	Larry Lozano	Gary Rothman	Lori Vaughn
Cheryl Cook	Lisa Guay	Dianna Lueke	Rebecca Rozario	Al Wall
Michael Cooper	Anna Guido Rohrer	Lacy Martin	Irene Rurycz	Lisa West
Amanda Cross	Jeffrey Hapke	Stephen Matous	David Scalisi	Carl Zablorny
Travis Daniels	Holland Harriss	Nicole McCarthy	Crystal Senour	


WORLD'S GREATEST BONUS

1




KATIE MASSART
\$5,953
Altig-Orlovic

2




MIKE SUKHBAATAR
\$5,914
Daniel Umbertone

3




MARK DUSHAJ
\$5,581
Zachary Hart

4



DARIO MESSINA
\$5,489
Zachary Hart

5



MICHAEL VAN DELFT
\$5,396
Imran Satti

APRIL BONUS LEADERS

April Bonus Payout: \$1,899,731
April Bonus Qualifiers: 3,738

- \$5,953 Katie Massart
- 5,914 Mike Sukhbaatar
- 5,581 Mark Dushaj
- 5,489 Dario Messina
- 5,396 Michael van Delft
- 5,302 Al Alkurdi
- 5,175 Daniel Li
- 5,130 Paul Smith
- 5,027 Joachim Jean
- 4,670 Vojstava Shqutaj
- 4,650 Bryan Hip-Kam
- 4,579 Jordon Graham
- 4,555 Thomas King
- 4,532 Erez Shabtay
- 4,249 Tevita Tupouniua
- 4,149 Eric LaBossiere
- 4,125 Daniel Hanson
- 4,120 Scott Florin
- 4,031 Mark Lomonaco
- 4,021 Van Ortega
- 3,933 Michael Burningham
- 3,921 Lily Sakai
- 3,828 Jarred Spanbauer
- 3,632 Muhammed Ashraf
- 3,602 Demetrice Parker
- 3,590 Joshua Garrison
- 3,429 Massoud Vaziri
- 3,301 Ruben Soberanes
- 3,268 Denis Snyder
- 3,196 Allan Giliez-Martinez
- 3,189 Andrew Chambers
- 3,176 Sam Chan
- 3,164 Max Quasem
- 3,146 Mike Allen
- 3,116 Myaa Fallon
- 3,013 Mahadai Kryshundayal
- 3,002 Helen Taylor
- 2,962 Michael Trinh
- 2,922 Tiffany Babin
- 2,916 Amy Shui
- 2,884 Brett Maurice
- 2,834 Kory Louvelle

- \$2,821 Alvin Ali
- 2,810 Joel Trask
- 2,794 Dylan White
- 2,758 Dustin Edgell
- 2,706 Douglas Clarke
- 2,649 Daisy Grimes
- 2,646 Gary Slocum
- 2,630 Roghie Hassan Loo
- 2,555 Kaleiokamaile Viena
- 2,549 Joey Kennedy
- 2,506 Scott Remmey
- 2,476 Gian Trinidad
- 2,431 Ifeanyi Ufundo
- 2,427 George Kamel
- 2,414 Nicholas Walsh
- 2,400 Deonte Jones
- 2,396 Tobe Pope
- 2,390 Carmela Pellen
- 2,373 Mark Lahijani
- 2,373 Daniel Bean
- 2,366 Jesusdieu Portilus
- 2,358 Jacinta Leonardo
- 2,355 Tyler McKnight
- 2,322 Charles Gotcher
- 2,293 Savannha Villanueva
- 2,287 Nickia Anderson
- 2,284 Ronald Rivera
- 2,277 Bernadette Casciato
- 2,274 Nicholas Deliberto
- 2,267 David Doles
- 2,259 Bruce Tan
- 2,256 Taryn McArthur
- 2,244 Brittany Smart
- 2,234 Andrew Hynan
- 2,191 Matthew Zang
- 2,180 Matthew Bell
- 2,149 Shorne Brown
- 2,145 Daniel Marino
- 2,130 Seth Tuft
- 2,115 Stephanie Harris
- 2,111 Christabel Ornelas
- 2,109 Ryan Locke

- \$2,108 Abena Edwards
- 2,092 Riley Peters
- 2,083 Kashala Guiden
- 2,076 Patrick Donovan
- 2,057 Stephanie Novel
- 2,030 Kelly McDonald
- 2,021 Igor Melcharek
- 2,020 Sherry Schick
- 2,007 Morgan Dennis
- 1,992 Jesse Spencer
- 1,972 Logan Klink
- 1,968 Brooklyn Mims
- 1,965 Noor Salah
- 1,962 Samaris Gener
- 1,941 Peter Cappuccio
- 1,938 Randall Johnson
- 1,934 Michael Ashton
- 1,927 Kaylee Kielczewski
- 1,926 Daniel Perkins
- 1,925 Joshua Crisp
- 1,913 Jorge Leon
- 1,911 Riaz Rahman
- 1,910 Horace Johnson
- 1,904 Yolette Mompont
- 1,886 Graciela Calderon
- 1,881 Tiffney Harmouche
- 1,877 Robert Adams
- 1,874 William Parmeter
- 1,872 Dina Boghdady
- 1,870 Rosita Tumpap
- 1,870 Rubin Chaimov
- 1,858 Louisa Carlos
- 1,855 Monica Goulbourne
- 1,849 Shane Slone
- 1,848 Alyssa Wiebe
- 1,846 Virakbot Oung
- 1,844 Noli Alea
- 1,839 James Laster
- 1,838 Andrew Wright
- 1,837 Cherril Howard
- 1,831 Sean Grant
- 1,822 Tina Nelson

- \$1,812 Devon Justice
- 1,804 Paul Angelopoulos
- 1,800 Cynthia Sittig
- 1,798 Marcus Martin
- 1,796 Ryan Witham
- 1,793 Judy Dawson
- 1,793 Rawad Elghadban
- 1,792 Mack Hanna
- 1,787 Matthew Obringer
- 1,781 Logan Klink
- 1,779 Priscila Gonzalez
- 1,775 Christopher Bungay
- 1,770 Lori Bracco
- 1,769 Bradon VanWinkle
- 1,758 Peter Hudousek
- 1,749 Yuriy Kosovan
- 1,744 Crystal Aitaegbebhunu
- 1,743 Oscar Cardoza
- 1,730 Benton Tong
- 1,727 Jorge Leon
- 1,725 Vassilios Katos
- 1,722 Samantha Faford
- 1,716 Marie Campbell
- 1,712 Ashley Flood
- 1,712 Trevor Tollefson
- 1,711 Bryan Czajkowski
- 1,694 Bradley Kampmeier
- 1,689 Craig Strompf
- 1,688 Joshua West
- 1,687 William Silas
- 1,686 Jamie Winters
- 1,682 Raymond Angeles
- 1,679 Brenna Schmidt
- 1,674 Nicholas Triantafyllidis
- 1,673 Ashley Harris
- 1,652 Shalom Chaimov
- 1,650 Richard Drew
- 1,644 Shelby Poston
- 1,639 Isabelle Laraque
- 1,639 Jagdish Sukhu
- 1,638 Anthony Metas

- \$1,636 Asiguy Haugabook
- 1,635 Brandon Foster
- 1,628 Ashley Rust
- 1,626 Michael May
- 1,618 Samson Adelufosi
- 1,618 Al-Karim Walji
- 1,605 Abbas Abdul-Khaliq
- 1,604 Brenda Fox
- 1,595 Amanda Krywy
- 1,594 Gretchen Lasser
- 1,589 Cathleen Hairston
- 1,586 Bryan Juskiw
- 1,586 Thomas Prather
- 1,579 Erna Gasanin
- 1,577 James Weir
- 1,570 Kyle Lewicki
- 1,565 Daniel Johnson
- 1,561 Samuel Geissinger
- 1,551 Daniel Dobyns
- 1,551 Manuel Diaz
- 1,549 Megan Richardson
- 1,542 Robert Adrahtas
- 1,539 Kathryn Fell
- 1,534 Brian Singer
- 1,530 Adrain Alfred
- 1,527 John Cochrane
- 1,525 Matthew Castelli
- 1,525 Pedro Lemos
- 1,521 Jonhoward Ramey
- 1,520 Christian Craig
- 1,518 Mark Bishop
- 1,516 Anthony Chirico
- 1,514 Joshua Rush
- 1,507 Rachael Allenby
- 1,504 Zachary Whipple
- 1,501 Elba Vargas
- 1,499 Steven Trattar
- 1,496 Jacob Carlson
- 1,495 John Colatrella
- 1,494 Auston Mavrak
- 1,493 Raphael Jaras-Dunfey

- \$1,493 Brandon Denesiuk
- 1,489 Marc Demilia
- 1,488 Joseph Sarasin
- 1,485 Katherine Fallon
- 1,482 Jeremy Engrav
- 1,481 Rebecca Stern
- 1,480 Sergio Lanzas
- 1,478 Robert Ward
- 1,471 Kethler Claimon
- 1,470 Megan Johnson
- 1,463 Easton Christensen
- 1,463 Sina Heak
- 1,463 Gregory Norris
- 1,457 Angeleena O'Hearn
- 1,452 Daniel Souza
- 1,450 John Sparby
- 1,440 Brandon Minor
- 1,435 Shannon Ciralli
- 1,431 Lamine Diakhate
- 1,431 David Schanuel
- 1,426 Brian Jerome
- 1,425 Brian Murray
- 1,423 Brenton Patterson
- 1,423 Harvey Quinn
- 1,423 Kevin Ishikane
- 1,420 Chase Hrivnak
- 1,419 Luc Do
- 1,418 Funmilola Elumade
- 1,417 Jacob Vargas
- 1,416 Oleg Novitchii
- 1,410 Kamilah Brock
- 1,408 Lora Beronja
- 1,406 Jordan Albright
- 1,405 Steve Michel
- 1,405 Andre Gordon
- 1,404 Brett Van Effen
- 1,404 Marcia McDuffie
- 1,403 Casey Jarratt
- 1,400 Kayla Hill
- 1,399 Jon Gelhorn
- 1,399 Christopher Brodeur
- 1,398 Amanda Hardy
- 1,397 Sally Wilson
- 1,396 Michael Stuver
- 1,395 Phillip Munsey
- 1,394 Stephanie Brockman
- 1,393 Cristi Huffman
- 1,390 Ronald McCormick
- 1,390 Christopher Leisure
- 1,389 Judy Koens
- 1,389 Steven Sparkes
- 1,377 Vanina Bonanno
- 1,376 Ryan Beuc
- 1,376 Lacey Davies
- 1,374 Temitope Adepoju
- 1,372 Jesse Wise
- 1,372 Gregory McDuffie
- 1,371 Joseph Bence
- 1,370 Mynor Lemus
- 1,369 Orlando Mayorga
- 1,366 Amber Daniels
- 1,363 Elliott Cobbs
- 1,361 Lorena Barriere
- 1,361 Fran Kolos
- 1,358 Nina Blackmon
- 1,355 Demmerick Stevenson
- 1,352 Darrin Roberts

- \$1,350 Temesghen Starr
- 1,349 Jordan McDaniel
- 1,345 Celeste Dongell
- 1,345 Belaid Belkaid
- 1,345 Fabian Aniekwensi
- 1,340 Leonard Paschke
- 1,337 Mohannad Mekawy
- 1,335 Margaret Eggleston
- 1,335 Orett Nelson
- 1,335 Derek Woo
- 1,333 Iryna Gutsol
- 1,331 Belinda Rickles
- 1,330 Brock Lampepe
- 1,324 Kevin Amador
- 1,322 David Rockway
- 1,320 Lisa Gomez
- 1,320 James Lawson
- 1,320 Steve Marker
- 1,318 Adam Kidikas
- 1,316 Lukasz Klepacki
- 1,316 Alan Fricke
- 1,315 Bradley Wu
- 1,314 Bryan Froneberger
- 1,313 Gerald Dodson
- 1,310 DeAnthony Hartman
- 1,309 Timothy Moody
- 1,308 Barry Eberhardt
- 1,307 Karima Hartani
- 1,305 Aaron Chen
- 1,301 Sharlon Price
- 1,301 Lee van Delft
- 1,301 Lorena Herndon
- 1,296 Kalen Dugan
- 1,295 Michael McClintock
- 1,294 Felipe Machado-Santanna
- 1,294 Junbin Koh
- 1,294 Yussuf Elzein
- 1,292 Joseph Apodaca
- 1,291 Vincent Hill
- 1,291 Jamie Simchak
- 1,291 Shirley Patey
- 1,288 Pablo Zetina
- 1,287 Myles Coston
- 1,286 Anthony Croasmun
- 1,285 Violetta Goldman
- 1,270 Sharlie Augustine
- 1,269 Brandon Cooley
- 1,269 Yamid Mendoza Sanchez
- 1,265 Alba Williams
- 1,263 Bradley Fordyce
- 1,262 David Johnson
- 1,259 Timothy Scee
- 1,258 Zonia Ramirez
- 1,258 Rebecca Jean
- 1,250 Brian Cabral
- 1,247 Laurekins Pardovani
- 1,246 Travis Wiley
- 1,245 Edmund Leddy
- 1,241 Paul Ormes
- 1,241 Maria Gutierrez
- 1,244 Brandon Behrens
- 1,244 Patrick Carroll
- 1,243 Jesse Martin
- 1,241 Jonathan Palacios
- 1,235 Sarah Acker
- 1,234 David Herchick
- 1,231 Amanda Dickinson

- \$1,231 Michelson Aristhly
- 1,230 Lineti Pasikala
- 1,229 Luckey Boston
- 1,228 Belaid Belkaid
- 1,225 Michele Hanrahan
- 1,224 Danielle Morgan
- 1,220 Ellen Schultz
- 1,218 Ross Ewen
- 1,213 Christopher Beveridge-Calvin
- 1,210 Adem Abdula
- 1,207 Adam Chesney
- 1,205 Karon McGee
- 1,203 Tanisha James
- 1,203 Jonni Ng
- 1,201 Teresa Charbonneau
- 1,201 Jennifer Holliday
- 1,200 Lisa Jones
- 1,200 Peter Gabranski
- 1,199 Juliana Botero
- 1,196 Mario Andres Chavez
- 1,195 Hakan Ozalpasan
- 1,195 Collins Appiah
- 1,189 Brendan Bradford
- 1,189 Mark Harhager
- 1,188 Nicole Chipperini
- 1,186 Joshua Yurinko
- 1,186 Zachary Larabee
- 1,185 Cameron Bell
- 1,185 Nadine Smith-Johnson
- 1,184 Erin Murray
- 1,183 Sashia Veerman
- 1,182 Martha Toilolo
- 1,180 Kimberly Hamilton
- 1,179 Timothy Copenhaver
- 1,176 Jennifer Jantzen
- 1,173 Andrew Haskins
- 1,173 Tanya Padilla Jara
- 1,173 Kristin Cesarz
- 1,171 Michael Claseman
- 1,171 Patricia Lambert
- 1,170 Alma Lozano
- 1,170 Cheetara Austin
- 1,166 Candy Henderson
- 1,164 Diana Prieto Bonilla
- 1,162 Richard Brown
- 1,161 Julieth Tellez
- 1,161 James Bailey
- 1,160 Frederick Riehl
- 1,159 Dean Gushi
- 1,159 Victoria Gonzales
- 1,155 Alex Paguio
- 1,154 Jermeele Wilson
- 1,153 Lynn Jenkins
- 1,150 Russell Goldfinger
- 1,148 Ronald Kutruff
- 1,146 Daniel Martinsen
- 1,144 Andres Liranzo
- 1,141 Paul Ormes
- 1,141 Maria Gutierrez
- 1,140 Alejandro Pineda
- 1,139 Noel Bonomi
- 1,138 George Lahamedjian
- 1,137 Jonathan Palacios
- 1,135 Brian Sewell
- 1,134 Dawn Montgomery
- 1,133 Dustin Dunbar


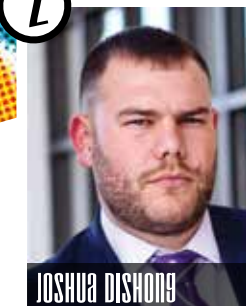
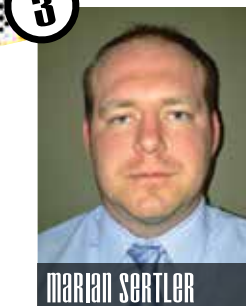


- \$1,132 Jordan Lacy
- 1,129 Garret Kun
- 1,129 Anthony Verrett
- 1,128 Daniel Rivera
- 1,127 Benjamin Ainscough
- 1,126 Corey LaVigne
- 1,124 Christal Hawthorne
- 1,122 Leah Unzicker
- 1,122 Elcar Buhay
- 1,122 Chloe Senia
- 1,121 Martin Robinson
- 1,120 Ashley Fitzgerald
- 1,114 Kamal Taysyib
- 1,113 Marnita Stafford
- 1,112 Marisha Sommerville
- 1,110 Kyle Church
- 1,110 Ashley Johnston
- 1,110 Garrett Shelton
- 1,108 Elaine O'Neill
- 1,107 Jessica Liles
- 1,105 Kimberly Tagliavia
- 1,104 Alipate Makaui
- 1,102 Jesse Aubuchon
- 1,100 Akame Ndumbe
- 1,099 Eric Harvey
- 1,095 Charles Carroll
- 1,095 Benjamin Van Fossen
- 1,094 Nathaniel Richards
- 1,092 Griselda Garcia
- 1,090 Kayla Fruge
- 1,089 Ryan Fogel
- 1,089 Jahvon Ferrara
- 1,089 Lleison Martinez
- 1,089 Andrew Wagner
- 1,088 William Nesseth
- 1,087 Rubens Charles
- 1,086 Terrence Smith
- 1,084 Elena Glass
- 1,084 Nuzha Daadouch
- 1,082 Steven Warner
- 1,081 Paavo Cymanow
- 1,079 David Huffstutler
- 1,078 Kelly Matthews
- 1,077 Edward DeFurio
- 1,076 Ghia Carswell
- 1,076 Payman Ghaysari
- 1,076 Brittini Kwiciczen
- 1,075 Michael Barahona
- 1,075 Theresa Rhoden
- 1,069 Douglas Kemp
- 1,068 Deante Young
- 1,066 Michal Dobrik
- 1,063 Yuji Dubuisson
- 1,063 Avalon McLeod
- 1,062 Zachary Martinez
- 1,062 Olha Sydoruk
- 1,060 Odilia Goulart
- 1,054 Donna Bodine
- 1,053 Julie Warwick
- 1,052 Kevin Gillum
- 1,052 Joey Sales
- 1,051 Kimberle Spooner
- 1,051 Britny Laffoon
- 1,049 Natalia Mulica
- 1,046 Kechener Petit
- 1,045 William Doborowicz
- 1,045 Patrick Rowe

- \$1,045 Danielle Morales
- 1,044 Brian Thai
- 1,043 Maureen Bobilya
- 1,042 Valeria Martinez
- 1,040 Elise Scheurer
- 1,040 Joaquin Santos
- 1,038 Anthony Sava
- 1,037 Nicholas Gerstenlauer
- 1,036 Nicholas Forrest
- 1,034 Vilma Garza
- 1,033 Del Roule
- 1,032 Akasha Trujillo
- 1,032 Jamie Tan
- 1,031 Bradley Christiansen
- 1,030 Joshua Miker
- 1,028 Carly Ferraro
- 1,028 Dylan Klotz
- 1,028 Sarah Horner
- 1,022 Charnea Harrison-Lewis
- 1,018 James Harding
- 1,017 Nicole Voogd
- 1,017 Kaitlyn Estes
- 1,016 Charles Floyd
- 1,016 Ranjana Chopra
- 1,015 Eric Thompson
- 1,015 Melanie Ryan
- 1,013 Kaili Anderson
- 1,012 Kaisee Cogswell
- 1,011 Ayrilahn Johnson
- 1,010 Kristina McLain
- 1,008 Lorna Woods
- 1,007 Monica McKinney
- 1,007 Christopher James
- 1,006 Edwin Colindres
- 1,003 Angel Acevedo
- 1,003 Arthur McIntyre
- 1,002 Michael LaVolpe
- 1,002 Angel Johnson
- 1,001 Dale Meyer
- 997 Lauren Mezeul
- 996 Paul Helling
- 993 Jennifer Larison
- 991 Brian Hess
- 990 Declan Hartley
- 989 Oscar Gastelum
- 988 Roger Rau
- 987 Rebekka McCoy
- 986 Michael Laramie
- 984 Christopher Ross
- 983 Jenny Alvarez
- 983 Andre Howell
- 982 Jordan Keith
- 980 Michael Givens
- 977 Jeffrey Spanaus
- 976 Waleah Salah
- 975 Hayder Sahib
- 972 Robert Harris
- 971 Maxo Tanis
- 968 Azar Afnan
- 963 Raymond Scott
- 962 Darrell Ballard
- 962 Duni Olusegun
- 961 Sarah Dawber
- 961 Alexis Hamilton
- 961 Angela Black
- 960 Tina Phongsavath
- 960 Andy Dorf

WORLD'S GREATEST BONUS - CONTINUED

\$959 Dwayne Gomez	\$896 Yadollah Pourjalali	\$831 James Mulick	\$772 Deborah Paredes	\$727 Zackary Donatiello	\$681 Tyrenna Wesley	\$640 Karen Burg	\$604 Rebecca Wolbert	\$569 Victoria Tabernigg	\$526 Heather Williams
959 Alycia D'Abruzzo	894 George Young	831 Lauren Pelot	771 Zachary Hansen	725 Menno Glick	681 Saul Lopez	640 Ashleigh Clapper	604 Karen Lamey	568 Nikolai Kovalev	526 Jonathan Santiago
958 Nicole Armstrong	894 Jennifer Cook	831 Anthony Galici	770 Gaspare Basile	725 Erica Bell	680 Timlan Lubbers	639 Denzel Banford	604 Amber Donewar	568 Valerie Palmisano	526 Travis Green
958 Gregory Lefort	892 Patrick Knouse	828 Mike Lade	768 Richard Bentley	723 Ester Kim	680 Noel Rose	639 Kylee Traffie	603 Nicholas Yang	568 Jeanne Santos	525 Melissa Quintal
957 Joseph Quintons	891 Stuart Pagan	828 Vanina Strickland	766 Sean Walsh	722 John Botbyl	679 Leigh Charity	639 Phyo Phyo	603 Michelle Cleveland	566 Maxene Etienne	525 Jeffery Smith
956 Richard Sidoti	891 Lincoln Dziekonski	827 David Peebles	766 Clarissa Armstrong	722 Cynthia Kile	679 Glenda Crump	638 Seth Baer	603 Mireya Lopez	566 Yairaniz Figueroa-Ruiz	525 David Duddy
956 Calvin Irving	891 Clarissa Konatsu	826 Zachary Stocum	764 Jamison White	722 Steve Lopez	679 Jean-Serge Mary	638 Raymond Baham	602 Rianne Richardson	566 Alana Williams	525 Joshua Howard
954 Karen Hamilton	890 Kimberlyn Wraygore	825 Joel Jesurun	763 Shirley Jackson	720 Muhammed Hassen	678 Andrew Wilson	637 Jocelyn Bolito	601 Natalie Soboleva	565 Lindsay Egan	525 Christopher Achramowicz
953 Kurt Lagorio	889 Melissa Losk	825 Kehinda Pryor	763 Valerie Bootz	720 Risa Moniz	678 Christopher Silakoski	637 Ricardo Garavito	601 Edward Wilson	564 Linda White	525 Randy Schubert
952 Robert Ford	889 LaTonya Tucker	825 Ryan Hillman	761 Anelys Gonzalez Cortes	720 Erica Simpson	677 Maurice Coleman	636 Rebecca LeBlanc	601 Richard Barbour	564 Tomeeka Mitchell	524 Keenan Taylor
948 Vishwanath Sankaran	887 Marisa Hudson	823 Howard Alston	760 Timothy Barry	720 Suleika Vasquez	677 Michael Abney	635 Curtis Henderson	601 Matthew Mata	563 Anthony Iovino	522 Orey Yates
946 Jonathan Johnson	886 Renada Bogan	823 Tetsuya Ishida	759 Timothy Blackburn	720 Christopher Rose	676 Jennifer DeMartino	635 Hannah Linderholm	599 Gabriel Rocha	562 Mark Adelman	522 Kyle Schimizzi
946 Adam Henton	886 Anna Midowicz	823 Jacob Sorak	758 Victor Rivera	720 Neil Selley	676 Edward Nguyen	635 Max Wauson-Snodgrass	599 Robert Fern	562 Alex Smith	521 Edmaggie Myrthil
945 Michael Botond	885 Thomas Fleming	822 Daniel Mahoney	757 Vanessa	720 Ana McKinney	675 Jonathan Balint	635 Michael Steimle	599 Wendy Kleiner	562 Connor Kuckelman	521 Paula Beoney
944 Evelyn Howell	885 Scott Hannon	822 Erika Torres	757 Ventura-Sandoval	719 Samvel Tigranyan	675 Deborah Mitchell	634 Michael Neundorf	598 Sophony Jorvelus	560 Viyarath Vongprachanh	521 Arthur Kicknosway
944 Adrian Segalla	884 Dwight Williamson	821 Ryan Misner	757 Rochelle Whittle	718 David Bilotti	674 Phillip Roffi	633 Gregory Bonnes	598 Henry Ingraham	560 Subrina Husser	521 Nic Iagulli
944 Benjamin King	884 Celisa Campbell	820 Daniel Gellino	756 Julie Aprahamian	718 Fadi Nassar	673 Kathreana Nicolette	633 Debra Small	597 Alex Loosli	559 Maya Simmonds	521 Thames Nolan
941 Karen Gates	884 Pamela Faircloth	820 Holly Simpson	755 Elizabeth Garcia	718 Abigail Vrabel	673 Conrad Cole	633 Mark Hart	596 David Rigney	558 Jeffery Anderson	519 Aaron McLean
939 Bernie Thompson	884 Martha Garcia	819 Adam Lafata	754 Lisa Shumar	718 Adam Hanna	671 Emma Sermos	633 Julianne Gonzalez	595 Connie Machado	558 Edwin Armbrister	518 Vincenzo Trunzo
939 Hector Sartori	881 Fred Greenawalt	817 Badr Elkousy	753 Meghan Penberg	716 Moona Shehadeh	670 Jenna Grula	632 Haydee Burrola	594 Karla Petatan	555 Marie Joseph	518 Laaina Havea
938 Jesse Doherty	881 Felix Gonzalez	816 Chauntyti Alston	753 Cody Hutchinson	716 Dina Washington	670 Deborah Mitchell	632 Pablo Solis	593 Thomas Markowski	555 Sundiata Jackson	518 Douglas Zigby
937 Pita Pelenato	880 Frank Kacvinsky	815 Kyle Butler	752 Skyler Hornung	715 Maryna Semenova	668 Catherine Curtis	632 Clayton McCaw	593 Alicia Nieman	555 James Morris	517 Patrick Fabrizio
937 Danielle Tucci	880 Hawa Kaba	812 Mark Williams	752 Melissa Gonzalez	715 Joshua MacCabe	668 Dillan Venter	631 Victor Holmes	593 Ghina Malaney	555 Janine Watson	516 Stacy Cathell
937 Richard Whyte	874 Brandon Mogel	812 Tyler Goetsch	752 Kasali Kotun	715 Rebecca Martin	667 Christine Moore	631 Jacob Davis	593 Zachery Kertulis	554 James Bonaccorsi	516 Claire Morgan
937 Joy Takafuji	874 Charles Portis	811 Martuan Sample	752 Carlos Garcia	714 Christopher Muraca	666 Tiara Willis	630 Kyle Linardi	592 Jacob Giangliuli	554 Tammie Gately	515 Michael Laperche
937 Jace Cucharale	873 Sandra Diaz	810 Maggie Rhodes	752 Sayang Ropp	714 Nicholas Bigec	666 Ali Marnul	630 Ely Haddad	592 Joseph Lannetta	552 Fatima Pina	515 Tad Teeters
936 Jerome Rush	873 Mahrukh Ali	808 Tasha Jones	751 Jennifer Dettmann	713 Roman Vinyarskyy	666 Armin	630 William Krekeler	591 Alyssa Cole	552 Afnan Rahman	515 Mayra Robles
936 Svyatoslav Stefanyshyn	872 Joseph Corwin	808 Andrew Bishop	751 Elizabeth Shayler	713 Bobby Beasley	665 Farambakhsh-Priebe	629 Christopher Maier	591 Terrell Milton	551 Kelly Ann Diedrick	514 Revawn Wilson
936 Noshaba Zulfqar	871 Elzbieta Mendron	804 Travis Vandenberghe	750 Dennis Lovett	713 Joshua Johnson	664 Jamaris Coleman	629 Connor Seemann	590 Shamel Payne	551 Benito Menchaca	514 Blake Dempsey
935 Jameetri Washington	871 Azim Soman	801 Tina Franklin	750 Thomas Shaw	712 Steven Stensrud	664 Derek Swanier	628 Dexter Phillip	590 Hyunghul Chung	551 AnnMarie Stormo	514 Natasha Howard
932 Michael Nelson	871 Todd Shelby	801 Arien Seemann	747 Craig Clever	711 Ronald Heller	664 Tonya Stringer	628 Ahmed Istiaq	589 Travis White	550 Nicholas Mooney	513 Wendy Delacruz
932 Victoria Varney	870 Wilmer Jimenez	800 Raven Taylor	747 Kailey Gillen	711 Cody Messina	664 Evelyn Perez	628 Corey Cox	589 Ramone Hare	549 Justin Miller	513 Charles Kendall
932 Steve Mersan	870 Mike Bray	800 Travis Picklesimer	746 Serah Muhungura	710 Ryan Basile	663 Brian Melvin	628 Julianne Scavo	589 Michael Stelly	549 Jonathan Dearolf	513 Crystal Morrisette
931 Alexander Wood	869 Thaddeus Cardwell	800 Evelin Castro-Sharif	746 Benjamin Weaver	710 Shavorne Hudson	663 Frank Cordaro	626 Maria Saldana	588 Catherine Flaherty	548 Sharbei Jerji	512 Brandon Ruis
930 Kristen Brown	868 Crystal Revilla	800 Charles Roy	746 Muzit Berhe	710 Daniel Gaviria-Velasquez	662 Anita Przybylowicz	625 Benjamin Albert	587 Pascal Therault	547 Joshua Adams	512 Deserick Davenport
929 David Watkins	867 Tanya Labinowicz	800 Tunji Oni	745 Howard Dotson	709 Trina Best	662 Tristen Culpepper	624 Brycen Atkins	586 Mike Herdall	547 Preeti Sahgal	512 Parang Jodatt
927 Anne Melville	866 Susan Sereke	798 Michele Meade	745 Sara Rostamijalilian	709 Mark Burns	661 Vera Leus	622 Peighton Whaley	586 Marvin Fox	547 Glyn Hurst	512 Alexis Pineiro
927 Jerick Austria	864 Cory Mulherin	798 Matthew Rogers	744 Katrina Collie	707 Crystal Drummond	661 Olga Tsymbal	622 Coral Ashe	586 Christopher Bennett	546 Robert Weaver	511 Tracy Silva
926 Heath Bailey	863 Susan Scott	798 Jeanee Jones	744 Tereasha O'Neal	706 Brandi Tippe	660 Christopher Bentley	622 Robert Elliott	585 Yan Betelman	546 Marie Laine	511 Denville Loney
925 Casey Pfeffer	862 Austin Soboleski	796 Tracey Martin	743 Jordan Wall	706 Boris Powell	660 Lawrence Hauck	621 Christopher George	585 James Keefe	545 Sean Sanders	511 Alexis King
924 Adam Huck	861 Gabriel Manzo	795 Cynthia Riddle	743 Daniel E Austin	706 Peter Davis	660 Lauren Mueller	621 Kaylea Adkins	585 Christiana Bouligny	545 Paul McGuinness	510 Eric Arrigo
924 Glen Henry	860 Sherly Philippe	792 Steven Ostroth	743 Jarrod Hebert	705 Danielle Trenier	659 Nada Pennington	621 Connie Arnould	584 Karla Stewart	545 Michael Swenson	510 Claire Tannett
923 Felicia Steele	860 Melanie Gonzalez	792 Peter Kaplans	743 John Young	704 Julie Carr	659 Jordan Seguin	620 Jeremy Becker	583 Theresa Young	543 Brandon Berger	510 Vyacheslav Vasilenko
922 Thomas Christensen	859 Gunar Rowe	791 Darryl Jennings	743 Zachary Gallo	703 Derek Wright	659 Darryl McDougal	620 John Killmar	583 Tabitha McDermid	543 Spencer Nichols	510 Sammy Jacques
921 Donald Turner	859 Javier Roe	791 Jacylyn West	743 Randall Green	702 Mathew Simonson	658 Monica Dollins	619 Tyler Moore	583 Angelique Piquion	543 Rosemary Smith	510 Mayra Robles
921 Ryan Ohm	859 Sonia Tyner	790 Ekaterina Andreeva	742 Danilo Mendoza	702 Alexandra Purvis	657 Justin Prince	619 Ezatullah Rahimzai	582 Karyn Schmitt	541 Alan Gibson	509 Amanjeet Sokhey
920 Robert Tierney	859 Paul Marston	790 Charles Young	741 Timothy Putney	701 Matthew Cessna	657 Sierra Chiappolini	618 Skylar Chauvre	581 Sarah Gilmore	541 Behrad Baghbanian	509 Garrett Mink
920 Chad Matejcek	855 Nicholas Shelton	790 Man Tak Tong	741 Casey Willis	700 Paul Campbell	657 Justin Diaz	617 Jonah Powell	579 Matthew Simon	541 Barbara Geier	509 Roxanne Adu-Gyamfi
918 Kimberly Alston	853 Matthew Pipikios	789 Tyler Mabry	741 Stephanie Baker	699 Daryl Graham	656 Austin A Smith	617 Jay King	579 Richard Yanni	540 Michael Nicolaidis	508 Laurie Housemeyer
918 Kyra Stone	853 Lisa Kahan	789 Manuel Matos	740 Devon Lough	699 Athea Buchanan	654 Cole Hatfield	617 William Burke	578 Alexander Shpirt	540 Helen Genito	507 Theron Wilson
918 John Catalano	853 Sarah Israel	789 Samiqua Robinson	739 Anacleto Arevalo	699 James Ware	654 Lafi Papalii	617 Erin Noll	578 Benitez Rivera	539 Salma Saleh	507 Kristen Baird
917 Steven Augustine	853 Alex Miller	787 Jessica Velazquez	739 James DePetro	698 Cristin Botello	652 Mathew West	617 Amber Luerkens	578 Elizabeth Eikelberger	539 Stephanie Lovins	507 Kofi Adusei
915 Jeremy Rivers	852 Elizabeth Thomas	786 Jon Golin	738 Jamell Ramsay	697 Shante Jones	650 Carlas Ovalle	616 Cody Niccum	577 Michael Baguer	537 Jonathon Garcia	506 Jaime Baez
915 Andrea Yee	851 Steven Bensinger	786 Major Clary	738 Dodge Fielding	696 Aaron Parsons	650 Joshua Nkwocha	616 Maria Medeles	577 Maria Medeles	537 Meaghan Kehl	506 Omar Billy
912 Minh Phung	851 Sandra Linse	785 Shanita Ellmers	738 Ronald Fitzgerald	696 Eric Watson	649 Hye Yun	616 Floyd Randle	577 Shane Carlson	537 John Bernet	506 Geri Hedrick
912 Jean Joseph	851 Lazaro Velez	784 Nicole Oleksa	738 Katie Tu	695 Reina Torres	649 Diana Henry-McCool	616 David Orozco	577 Asad Ahmed	537 David Hrobocak	506 Timothy Brown
911 Zachary Bradshaw	850 Anthony Savinon	781 Billy Sizemore	736 Robert Novotne	694 Shawn Collett	649 Jacob Horton	615 John Turner	576 Tiffani Tavormina	537 Connor Purington	505 Kerlens LaRose
910 Hussain Mir	849 Marc Thompson	781 Shannon Monsrud	736 Darius Rowan	694 Tachane Joseph	649 Shannon Brantley	614 Raymond Fuji	575 Amber Dregalla	536 Jeremy Cutlip	505 Bobbi Watr
909 Milan Sharma	849 Ciara LaVallee	781 Murray Nagler	736 Thomas VanOsdol	693 Vaine Rere	649 Yazmin Torres Colon	614 Larry Finch	575 Francesca Veltri	535 Troy Williams	505 Barkley Collinson
908 Susan Bedrossian	848 Tiffany McGraw-Legere	780 Jordan Shoubash	733 Margaret Rivera	692 Sergio Joaquin Haro	648 Shauna McHugh	614 Timothy Chandler	575 Joshua Hammond	535 Mustafa Ridha	504 James Reddick
907 Bobbie Ancona	848 Maria Ramirez	780 Chris La Fond	732 Michael Batdorf	692 Luke Wenrich	647 Luke Wenrich	613 Kathryn Donlon	575 Miles Washington	535 Ryan Thomas	504 Taylor Thomas
902 Emanuel Jimenez	847 Elifranc Deus	780 Hazem Aboueldahab	732 Brandon Whynaucht	691 Gregory VanSuch	647 Lukas Bohlander	611 Thomas Lypps	574 Justin Barker	535 Jahlil Sunrise	504 Mariam Hall
902 Stephen MacLone	843 Alfonso McClinton	780 Brody Maughan-Evanson	732 Vanessa Delery	688 Amr Shater	647 Gary LeMaster	610 Gregory Helm	574 Chantel Floyd	534 Kelly Stephens	504 Cory Quaife
901 Nico Baldelli	842 Nicole Musto	778 Pablo Martinez	731 Attar Chalif	688 Stefan Johansson	647 Gregory Hayman	609 Peer Shmelzer	574 Jarrett Bowers	534 Maanita Meneses	503 Martin Connour
901 Ashlie White	841 Jason White	777 Herivelto Pereira	731 Robert Sova	688 Nicole Storey	647 Steven Heikkinen	608 Eric McKee	573 Kaitlyn Brandt	533 Lee Jeffers	503 Alan Rosenberg
900 Erin Moyer	841 Robin Wissmann	777 James Winfield	730 Jordan Kness	687 Joshua Boyce	647 Christopher Mock	608 Peter Nguyen	572 Raney Wiseman	532 Issac Estrada	502 Guadalupe Troncoso
899 Dylan Johnson	841 Nicole Sanders	776 Catherine Phelan	730 Glenn Hampton	687 Christopher Mock	644 Lillian Carroll	607 James Hingst	572 Michael Ruggieri	531 Joshua Arsham	502 Barbara Elzy
899 Marco Camire	840 Adrianna Jones	776 Andrew Aaron	729 Laura O'Mary	687 Michael DeGiovanni	644 Cherie Mohr	607 Solomone Havea	571 Cheryl Benipal	531 Tanya Hernandez	501 Tanya Hernandez
897 Zollette									

LEADERSHIP BONUS

1	2	3	4	5
				
\$56,688 Zachary Hart	\$36,617 Zachary Hart	\$32,896 Sabrina Lloyd	\$28,559 Surace-Smith	\$27,958 Sabrina Lloyd

APRIL BONUS LEADERS | April Bonus Payout: \$1,742,376

April Bonus Qualifiers: 582

- | | | | | |
|---|--|--|--|---|
| <ul style="list-style-type: none"> \$56,688 Ryan Fickert 36,617 Joshua Dishong 32,896 Marian Sertler 28,559 Patrick Bendure 27,958 Zach Otto 23,157 Nicholas Moore 22,816 Joshua Krueger 20,092 Marc Salvaggi 19,957 Robert Kanaan 18,793 Bobby Szwaja 18,519 Matthew Diulus 16,906 Daniel Hartwig 16,069 Corey Helly 15,827 Stephen Giddens 15,650 Thomas Vena 15,592 Jameetri Washington 15,348 Ryan Wilson 14,351 Blake Higuchi 13,888 Bobby Gujral 13,851 David Wang 13,622 Doreen Ryan-Foti 12,868 Harold Durana 12,834 Richard Mansfield 12,151 Michael Stuver 11,913 Levar Morgan 11,801 Andy Sertler 11,675 Steven King 11,269 Christopher Akins 10,712 Magda Figueiredo 10,448 Erez Shabaty 10,220 Chad Potts 9,999 Troy Plummer 9,982 Antonio Reyes 9,883 Patrick Stenglein 9,794 Brandon Teter 9,742 Evan Donoghue 9,707 Richmond Gerrish 9,666 Muhammed Ashraf 9,562 Christina Meyer 9,546 Charles Ferrari 9,367 Joshua Jackson 9,309 Morgan Lobello 9,122 Evan Holzhauser 9,116 Aaron McLean 9,084 Ryan Stenglein | <ul style="list-style-type: none"> \$8,867 Atta Saleh 8,836 John Conard 8,792 Brian Zuzick 8,751 Jonathan Emura 8,660 Mohammed Moalawi 8,642 Alon Fischer 8,610 Matthew Parks 8,442 Avi Kauderer 8,380 Albert Lau 8,321 Richard Dyer 8,225 Darrell Asbell 8,175 Ernest Powell 8,170 Nicole Sanders 8,014 Rodney Ward 8,003 Paul Samra 7,836 William Robinson 7,713 Justin Adams 7,597 Stephen Hill 7,485 Brian Gilmore 7,359 Monica Brown 7,344 Jimmy Tchen 7,163 Trevor Mayer 7,161 Michael Clemente 7,135 Joshua Olin 7,115 Gabriela Sime 6,961 George O'Shea 6,914 Shahab Mahdavinejad 6,899 John M McGrath 6,897 Mark Dombrowski 6,857 Syed Quadri 6,854 John Nieves 6,842 Sokol Fazliu 6,704 Michael Laramie 6,684 Dan Ikei 6,623 Britton Costa 6,608 Melinda-Rae Lyse 6,535 Brandon MacDonald 6,430 Charley Forshee 6,380 London Nelson 6,379 Allen Watson 6,306 Nasr Quadri 6,246 Matthew Wolfanger 6,245 Anita Ferris 6,208 Roger Fung 6,191 Jake Yagjian | <ul style="list-style-type: none"> \$6,108 Patrick Guthrie 6,091 Brandon Minor 6,025 Jordan Chalom 6,001 Chelsie Otto 5,944 Sean Velasquez 5,896 Christopher Dicks 5,821 Pablo De La Cruz 5,806 Ryan Bisanz 5,798 Dustin Dunlap 5,714 Kade Beck 5,672 Nicholas Scordos 5,521 David Guzman 5,424 Melne Hughes 5,419 Scott Wheeler 5,409 Jonni Ng 5,291 Christopher Hintz 5,285 Ryan McIntosh 5,239 Joy Yann-Austin 5,235 Begona Patino-Lopez 5,195 Mark Hileman 5,194 Robert Smith 5,183 Natalie Linker 5,072 Ricardo Subero 5,042 Jeffery Thiel 4,963 Andrew Wagner 4,958 Rita Haidinger 4,957 Cara DeFiore 4,877 Timothy Buckner 4,758 Mark Dombrowski 4,724 Andrew Bishop 4,718 Matthew Turnquist 4,715 Tucker Gregor 4,709 Nicholas Engrav 4,658 Jesse Doherty 4,563 Stephen Jeung 4,498 Devin Adams 4,487 Kerlens LaRose 4,448 Robert Park 4,403 Kody Kramme 4,297 Lamar Livingston 4,240 Grant Myers 4,199 Stephanie Kell 4,186 Brett Gryska 4,082 Hunter Houvener 4,007 Hussain Mir | <ul style="list-style-type: none"> \$3,977 Andre McCallum 3,929 Mack Doby 3,882 Michael C Williams 3,877 Jesse Rennich 3,872 Andrew McQuade 3,869 Eric Ebbitt 3,786 Herman Fennell 3,705 Timothy Wilson 3,675 Jordan Reinhold 3,601 Nicholas Lorence 3,547 Julianne Scavo 3,541 Casey Kunash 3,525 Steve Svendsen 3,522 Mark Kukielski 3,497 Holly Lacey 3,423 Reynolds Akuamo 3,402 Ashley Wenning 3,402 Michael Williams Jr 3,365 Michael Musso 3,342 Ho Tran 3,314 Gevorg Yanukyanyan 3,305 Elizabeth Chilson 3,262 Samuel Cohen 3,238 Jinelly Urena 3,229 Craig Ebinger 3,194 Robert Hamilton 3,174 Herbert Stell 3,164 Aaron Ralston 3,157 Taylor Black 3,142 Darren Miller 3,134 Alexandra Graham 3,132 Marisa Willgruber 3,122 Corey Hallam 3,105 Daniel Walton 3,089 Jonathan Maust 3,042 Scott Montgomery 3,030 Carrie Hammer 3,029 Mark Beckford 3,024 Aaron Haynes 3,019 Angel Martinez 3,014 Chris La Fond 2,984 Beau Locker 2,968 Cleopatra Sola 2,956 Hunter Houvener 2,912 Juan Olvera | <ul style="list-style-type: none"> \$2,843 Bradley Kampmeier 2,843 Jessica Santamarina 2,815 Duni Olusegun 2,793 Brent Bowling 2,751 Cassandra Cantner 2,735 Gregory Sampat 2,730 Steve Surace 2,708 I-Perfection Harris 2,679 Michael Shaba 2,675 David Nham 2,668 Jason Bratin 2,634 Nikolas Moreschi 2,630 Derrick Coates 2,624 Andrew Wilson 2,550 Jon Gelhorn 2,540 Edford Banuel 2,538 Dustin Dunbar 2,509 David Rigney 2,505 Steven Warner 2,493 Bradley Christiansen 2,456 Sharif Grays 2,443 Carl Carlberg 2,400 Joshua Rauser 2,389 Ala Awad 2,358 Jason Cox 2,318 Brandon Edens 2,278 Philip Roffi 2,276 Brandon Summerton 2,270 Donte Grant 2,269 Devon Chapman 2,258 AshLynn Orng 2,255 Steve Bryant 2,239 Tyler McKnight 2,219 Alex Roland 2,211 Joshua Crisp 2,210 Roberto Navarro 2,185 Lisa Richardson 2,175 Elyse Bryan 2,161 Mahadai Kryshundayal 2,158 Michael Gerstein 2,137 Craig Stropf 2,126 Andrew Chambers 2,123 Scott Gassner 2,089 DeAnthony Hartman 2,049 Adeyemi Akinade |
|---|--|--|--|---|





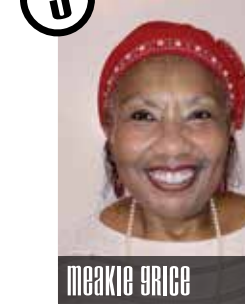
- \$2,014 Kelvin Fernandez
- 1,990 Brandon R Baker
- 1,983 Angela Landry
- 1,973 Vincent Meyer
- 1,905 Jesse Benwell
- 1,902 Martyna Duda-Pasieka
- 1,902 Patricia Cicerale
- 1,864 Troy Elliott
- 1,862 Matthew Conrad
- 1,829 Troy Williams
- 1,820 Elias Boles
- 1,802 Vinecia Moore
- 1,780 Justin Diaz
- 1,769 Alix Albright
- 1,739 Erica Fitzsimmons
- 1,714 Patrick Duray
- 1,712 Bryon Eddinger
- 1,692 Virakbot Oung
- 1,691 Cheryl Phillips-Simmons
- 1,665 Darrin Roberts
- 1,649 Ransley Vazquez
- 1,627 Man Tak Tong
- 1,591 Steven Rios
- 1,584 Sarah Gilmore
- 1,562 Paul Zuzick
- 1,560 Christopher Murray
- 1,543 Slavita Hut
- 1,527 Micah Focken
- 1,516 Paul Smith
- 1,494 Damaris Henderson
- 1,466 Christopher Shuman
- 1,456 Martha Zelaya

- \$1,430 Michael Russo
- 1,427 Eric Thompson
- 1,426 Christina Jauch
- 1,414 Joseph Tomanovich
- 1,390 Johnny Ly
- 1,386 Jennifer Wehrle
- 1,377 Michael Cirelli
- 1,377 Glenn Martin
- 1,376 Christopher Clark
- 1,370 Gary Slocum
- 1,337 Jesse Bachrach
- 1,330 Aaron Parks
- 1,327 Bill Myatt
- 1,326 Angela Torres
- 1,322 Mike Paragiou
- 1,286 Jenna Grula
- 1,284 Kelly Ekker
- 1,272 Nathan Hunt
- 1,269 Derek Foore
- 1,252 Richard Johnson
- 1,221 Jamil Harris
- 1,214 Michael Tribbitt
- 1,213 Shawn Lewicki
- 1,198 Salman Satti
- 1,198 Andre Bent
- 1,196 Jorge Guerra
- 1,191 Liam Flaherty
- 1,186 Carlo Buhay
- 1,179 Shalom Chaimov
- 1,176 Michael Denton
- 1,170 Alma Lozano
- 1,162 James Winfield
- 1,154 Jonathan Jones

- \$794 Ariana Jones
- 793 Bryan Juskiw
- 778 Joshua West
- 762 Anthony Lopez
- 755 Matthew Cessna
- 752 Theodore Ryan
- 738 Jason Lee
- 736 Kyle Schimizzi
- 736 Andre Hawthorne
- 735 Dominic Telymond
- 734 Marco Camire
- 732 Tyler Worstell
- 725 Ericka Martinez
- 724 Veronica Carrion
- 718 Jordan Kness
- 715 Asiguy Haugabook
- 715 Michael Coulthard
- 708 Jesse Martin
- 703 Hyunchul Chung
- 700 Robert Novotne
- 700 Thomas Lypps
- 688 Kristina Moore
- 687 Cody Hutchinson
- 685 Richard Jones
- 666 Michael Russin
- 661 Amy Baird
- 660 Thomas Longino
- 659 Emil Kosovan
- 659 Nicholas Lasala
- 641 Kaitlyn Brandt
- 631 Susan Scott
- 630 Daniel Clemons
- 629 Anthony Theriault
- 626 Curtis Henderson

- \$619 Julia Loboda
- 618 Dana Black
- 613 Ariel Demesa
- 602 Sonia Tyner
- 599 Morgan Lawson
- 593 Jonathan Black
- 592 Tiffany Babin
- 591 Christopher Credle
- 585 Jadelene Welty
- 579 Christopher Bennett
- 576 Jamond Veals
- 573 Scott Davison
- 566 Jasmin Gallaga
- 561 Beaux Southern
- 556 Craig Clever
- 556 Shannon Longcore
- 555 Ryan Locke
- 545 Christina LaPlant
- 544 Badum Maaloo
- 543 Adem Abdula
- 542 Timothy Moody
- 532 Kyle Alden
- 529 Shane McGregor
- 519 Ryan Hume
- 516 Christian West
- 513 Kasey Williamson
- 508 Ibrahim Bah
- 503 Yuriy Kosovan
- 502 Gerrit Stephens
- 502 Sean Conway
- 501 Michael Mallia

REINSTATEMENT BONUS

1	2	3	4	5
				
\$4,044 Don Foti	\$2,876 Matt Henderson	\$2,061 Albert Serur	\$2,019 Joseph Diecedue	\$1,985 Theodore Pappas


APRIL BONUS LEADERS | April Bonus Payout: \$64,320

April Bonus Qualifiers: 171

- | | | | | |
|---|---|---|--|---|
| <ul style="list-style-type: none"> \$4,044 Sami Mogannam 2,876 Bryan Czajkowski 2,061 Maurice Baritz 2,019 John Adams 1,985 Meakie Grice 1,936 Loraine Patterson 1,661 Nicholas Gasparro | <ul style="list-style-type: none"> \$1,586 Marc Demilia 1,576 Glyn Hurst 1,575 Mitchell Look 1,537 Fabian Aniekwensi 1,471 Bradley Weigand 1,385 Nikki Crosby 1,353 Joseph Faisant | <ul style="list-style-type: none"> \$1,307 Michael Perez 1,108 Ryan Vopat 1,062 Andrew Samples 943 Lenora Blackstone 931 Laurekins Pardovani 840 Nicole Conley 829 Ryan Tucker | <ul style="list-style-type: none"> \$788 Jennifer DeMartino 768 Dason Phaul 722 Jazmin Perez 705 Herivelto Pereira 672 Ashley Bodnar 629 Faith Jones 620 Alvin Hagens | <ul style="list-style-type: none"> \$588 Kareem Mutia 569 Desira Zimmerer 563 Ronald Rivera 544 Andrea Kessler 519 Christopher McFoy 513 Pamela Faircloth |
|---|---|---|--|---|


SA/GA DIRECT CODE FIELD TRAINING BONUS

1




DAVID PEEBLES
\$20,343
Zachary Hart

2




KRYSTIAN DROZD
\$9,531
Sabrina Lloyd

3



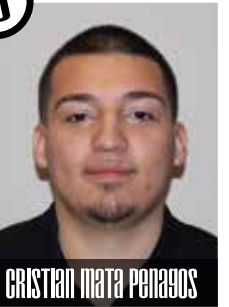
PATRYCJA GRUDZINSKA
\$7,701
Sabrina Lloyd

4



VIYARATH VONGPRACHANH
\$6,232
Simon Arias

5



CRISTIAN MATA PENAGOS
\$6,143
Sabrina Lloyd

APRIL BONUS LEADERS April Bonus Payout: \$655,244

April Bonus Qualifiers: 703

- | | | | | |
|---|--|---|---|--|
| <p>\$20,343 David Peebles
9,531 Krystian Drozd
7,701 Patrycja Grudzinska
6,232 Viyarath Vongprachanh
6,143 Cristian Mata Penagos
5,618 Azar Afnan
5,467 Casey Finley
5,056 Andre McCallum
5,024 Tyler Worstell
4,773 Karen Mosley
4,769 Jeffrey Gilliana
4,414 Brody Maughan-Evanson
4,329 Meghan Harris
4,204 Michael Stuver
4,110 Jeramey Pitman
4,108 Timothy Bugge
4,070 Danielle LaBarbera
4,001 Aziz Farsakh
3,749 Alexandra Berberich
3,696 Omar Torres
3,647 Frank Cordaro
3,620 Nathan Hunt
3,455 Yuriy Kosovan
3,339 Colin Bryant
3,194 Cristina Fox
3,112 Marc Kurzberg
3,050 Edwin Rodriguez
3,045 Jeffrey Hall
3,038 Kristen Brown
2,988 Victor Agurto
2,971 Paul Smith
2,912 Tiffany Babin
2,780 Duane Shaw
2,747 Ranjana Chopra
2,699 Natalia Detkowska
2,697 Lindsey Tatwiller
2,679 Steve Bryant
2,658 Elias Boles
2,646 Timothy Penso
2,621 Christina Jauch
2,600 Scott Davison
2,599 Vincent Andreotti</p> | <p>\$2,573 Arlene Robichaux
2,542 Phillip Waisman
2,511 Johnny Ly
2,483 Kendall Wilson
2,471 Jonathan Jones
2,444 Arien Seemann
2,442 Tabitha Witherell
2,438 Alex Normandeau
2,413 Christian West
2,409 Man Tak Tong
2,379 Travis Stucki
2,368 Nicholas Lasala
2,360 Martyna Duda-Pasieka
2,359 Joshua Garrison
2,346 Lisa Burseson
2,340 Frank Rodriguez
2,315 Brandon Ruis
2,302 Eric Thompson
2,283 Ariel Demesa
2,277 Stephanie Lovins
2,253 Edill Cobos
2,244 Tonya Bailey
2,223 Calvin Irving
2,192 Kasey Williamson
2,184 Brandon Edens
2,176 Marysa Maggio
2,132 Chirotam Ilokwu
2,129 Skyler Hornung
2,084 Bonnie Dupre
2,068 Kethler Claimon
2,066 Elena Riley
2,059 Gerrit Stephens
2,057 Steven Rios
2,027 Glenn Martin
2,020 Jordan Arcuri
2,002 Shai Mate
1,993 Alma Lozano
1,972 Michael Nicolaides
1,963 Mickey Adkins
1,948 Debra Small
1,946 Marmin Alea</p> | <p>\$1,933 DeAnthony Hartman
1,907 Hyunchul Chung
1,877 Holly Lacey
1,877 John McDougald
1,860 Rudolph Townsend
1,812 George Connell
1,805 Daniel LaFontaine
1,803 Eric Snyder
1,797 Bryant Rayford
1,784 Aaron Parks
1,771 Lesina Ah Sue
1,769 Susan Bedrossian
1,744 Ruben Santillana
1,721 Derek Foore
1,715 James Jones
1,704 David Palmer
1,698 Nathalie Kanzi
1,692 Elvis Durakovic
1,688 Carlo Buhay
1,686 Arthur McIntyre
1,669 Kelvin Fernandez
1,668 Asad Ahmed
1,660 Rebyka Watson
1,658 Brandon Griffin
1,657 Mandy Johnson
1,634 Vincent Meyer
1,625 Derron Alexander
1,621 Jamie Winters
1,616 Cameron Stanley
1,614 Heather Watts
1,589 Kimberly Hamilton
1,588 Jeremy Schroeder
1,585 Ericka Martinez
1,581 Dane Harnack
1,576 Sarah Gilmore
1,569 Amr Shater
1,567 Glenn Arakawa
1,548 Amanda Peterson
1,548 Julia Loboda
1,545 James Wells
1,533 Kimberle Spooner
1,532 Phillip Jenkins</p> | <p>\$1,532 James Laster
1,519 Jasmin Gallaga
1,519 Clayton Bonner
1,514 Garrett Shelton
1,509 Alexander Johnston
1,503 Andrew Maxey
1,503 Ryan Landmark
1,498 Candice Anderson
1,491 Jaclyn Finafrock
1,459 Mercedes Phillips
1,452 Brittnei Kwiecien
1,442 Marie Laine
1,437 Richard Jones
1,421 Thomas Longino
1,418 Gregory McDuffie
1,400 Norine Fortier
1,393 Richard Tabanji
1,387 Mark Hoban
1,386 Jimez Parker
1,386 Anita Przybylowicz
1,385 Ashley Rust
1,352 Gregory VanSuch
1,347 Christine Buchanan
1,344 Christina McGregor
1,340 Rayleen Kama
1,339 Alix Albright
1,325 Christopher Bennett
1,324 Michael Piron
1,318 Marie Campbell
1,303 William Hart
1,300 Fran Kolos
1,296 Sawyer Skaggs
1,293 LaTasha Boyd
1,274 Carlos Frazier
1,274 Matthew Cessna
1,269 Timothy Watson
1,264 Bradley Wu
1,260 David Hefflin
1,257 Angelique Piquion
1,250 Lucan Schmidt
1,241 Belaid Belkaid
1,240 Michael Coulthard</p> | <p>\$1,237 Jason Lee
1,237 Christopher Murray
1,229 Christopher Stevens
1,227 Anthony Holmes
1,227 Stefan Johannsson
1,214 Timothy Moody
1,210 Sam Chan
1,205 Rachel Mesnard
1,202 Ibrahim Sakho
1,201 Kimberly Tagliavia
1,192 Silvana Velez
1,191 William Barker
1,174 Jocelyn Bolito
1,173 Karla Stewart
1,172 Alejandro Pineda
1,172 Andrew Chambers
1,170 Marques Holmes
1,165 Samantha Tshuma
1,164 Jesus Parra
1,162 Amanda Krywy
1,159 Thomas Dillon
1,158 Abbas Abdul-Khaliq
1,147 Phillip Morgenthaler
1,147 Sean Conway
1,136 Joshua West
1,132 Rebecca Arch
1,129 Kyle Lewicki
1,114 Amy Pearce
1,112 Emily Brunner
1,111 Michael May
1,111 Christopher Pabon
1,109 Rachel Gallagher
1,105 Nathaniel Chandler
1,102 Marcus Piccirilli
1,100 Min Jiang
1,097 Liam Flaherty
1,086 Heulett Suggs
1,077 Johnny Ramos
1,076 Scott Ross
1,073 Aaron Dupras
1,070 John Keslar
1,068 Jesus Tolentino</p> |
|---|--|---|---|--|

- | | | | | |
|---|---|--|---|--|
| <p>\$1,066 Joshua Lynch
1,058 John Turner
1,052 Jorge Guerra
1,052 Mary-Delores Ayarzagotia
1,042 Patricia Cicerale
1,041 Eric Peyton
1,039 Kyle Alden
1,038 James Sherwood
1,015 Johana Fartouh
1,013 Anemone Bennett
1,006 Brian Fuller
1,000 Tereesha O'Neal
995 Nedal Kawash
993 Victoria Perea
991 Jennifer Reed
991 Joseph McCallister
990 Peter Gabranski
983 Roger Rau
982 Sydney Hintz
962 Michael Russo
957 Tanya Dodson
955 Ryan Orloski
944 Neil Gossman
940 Rochelle Lugo
933 Heather Berg
929 Saul Lopez
925 Kyle Schimizzi
921 Amanda South
921 Leonard Paschke
921 Vance Rountree
919 Kayla Comer
917 Victor Fesinger
916 Asiguy Haugabook</p> | <p>\$915 Trevor Tollefson
904 Jordon Barron
900 LaMorris Reynolds
894 Matthew Dawson
893 Mandale Tolefree
892 Emmanuel Fedna
887 Dara Jean-Pierre
886 Jason Ashline
883 Jesse Bachrach
879 Richard Johnson
871 Thomas Longino
868 Cameron Howat
865 Richard Gaffney
864 Kandy Downs-Little
863 Justine Dennis
862 Dana Black
862 Vincent Campana
857 Alfred Uipa
856 Jesse Benwell
851 Justin Brown
850 Brenda Goff
850 Akasha Trujillo
848 Jacob Mohnke
847 Shannon Longcore
847 Taylor Foster
847 Ekaterina Andreeva
839 Deserick Davenport
839 Matthew Simon
838 Suzette Mangol
837 Zoltan Krecsko
831 Corey Moore
829 Elise Scheurer
829 Timothy Chandler
826 James Harding</p> | <p>\$824 Christina LaPlant
823 Richard Pazak
823 Scott Montgomery
820 Kashief Perkins
817 Michael Botond
806 Shelley Suggett
802 Clint Uwaine
787 Marcus Moody
787 Robin Sloan
787 Travis White
786 Dexter Hill
775 Taylor Nathaniel
768 Svyatoslav Stefanysbyn
767 Mahadai Kryshundayal
764 Megan Johnson
763 Jacob Carlson
759 Craig Clever
756 John Lavender
755 Matthew Kelly
750 Samuel Robertson
750 Demetrius Lucas
741 Omar Billy
739 Brent Bowling
739 Jacob Sorak
735 Muzit Berhe
735 Dylan White
732 Jonathan Frigola
726 Edward Nguyen
726 Takiyah Smith
723 Joshua Crisp
720 Aryeh Freedman
719 Sina Heak
711 Leo Wright
709 Robin Wissmann</p> | <p>\$708 Whitney Taylor
707 Joshua Randolph
706 Tiffney Harmouche
705 Luaao Leota
703 Kassandra Perez
695 Mahendra Chauhan
687 Christopher Gray
680 Micah Focken
675 Dominic Telymonde
675 Milan Sharma
674 Emmanuel Williams
672 Michael Laperche
671 Travis Ward
666 Holly Bonhorst
656 Logan Klink
652 Andrew Rose
649 Orby Kelley
647 Nikola Subotic
646 Erin Noll
644 April Rivera
642 Christian Cook
642 Jasmine Hamlor
641 Skylar Chauvin
640 Jacob Davis
639 Brian Murray
637 Samantha Erbe
630 Ashley Wenning
629 Spencer Simmons
626 Tad Teeters
619 Waleah Salah
618 Casey Pike
615 Rubin Chaimov
613 Danielle Morales
608 Anacleto Arealo</p> | <p>\$606 Joseph Pizzoferrato
605 Daniel Dunham
596 Thomas Huynh
592 Jason von Rosenberg
590 Phillip Hackney
585 Mike Paragiou
583 Melanie Gonzalez
578 Wanda Williams
577 Orey Yates
576 Paul Campbell
575 Erika Torres
571 Dawid Liniewski
567 Rachel Efenbein
567 Joel Jesurun
565 Matthew Obringer
564 Frank Stahmer
563 Tina Franklin
563 Jeffrey Osburn
562 Holly Ross
551 Jacob Vargas
551 John Bacaron
550 Candice Rezzo
543 Roberto Navarro
539 Bryant Logan
534 Dexter Phillip
530 Nacole Newbold
527 Kay Pomroy
524 Michael Hinojosa
519 Veasna Keo
516 Vincent Morgan
514 Edy Haddad
512 Henry McCormick
511 Brenton Patterson</p> |
|---|---|--|---|--|

4 BONUS TOTAL: \$4,361,671

WORLD'S GREATEST
\$1,899,731

LEADERSHIP
\$1,742,376

REINSTATEMENT
\$64,320

SA/GA TRAINING
\$655,244

All qualifiers listed achieved at least \$500 in bonus totals

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Daniel Toshner
Altig-Orlovic Agency
Contract Date 1/24/09
Qualified April of 2016
\$1,006,936 of Net ALP



Kasali Kotun
Williams-Zophin Agency
Contract Date 2/27/07
Qualified April of 2016
\$1,001,898 of Net ALP

FOUNDERS CLUB

April Qualifiers — Outstanding Producers & PR Representatives:



Tevita Tupouniua
SGA: Steve Friedlander
of Qualifications: 2
Net ALP: \$80,829
Ret: 90.2



Bruce Tan
SGA: Altig-Orlovic
of Qualifications: 9
Net ALP: \$79,628
Ret: 84.6



Riley Peters
SGA: Altig-Orlovic
of Qualifications: 1
Net ALP: \$70,534
Ret: 80.8



Erez Shabtay
SGA: Michael Vasu
of Qualifications: 16
Net ALP: \$70,183
Ret: 87.7



Douglas Clarke
SGA: Joseph Diecedue
of Qualifications: 1
Net ALP: \$61,057
Ret: 86.9



Brett Maurice
SGA: Altig-Orlovic
of Qualifications: 1
Net ALP: \$60,907
Ret: 87.6

DIRECTORS OF THE MONTH



Sales Director of the Month ★★ ★

Andy Batten

Andy had 40.02% growth over April of 2015.



PR Director of the Month ★★ ★

Patti Morgan

Patti is the Top Director with 57.51% Lead Growth over April 2015.



FOOD FOR THOUGHT



Steve Greer

President
AIL & NILICO

LIKE TO THINK OF myself as being an upbeat, positive kind of guy. But, like most high-energy people, it's not something that just happens. Like happiness, success, and so many other things, positive thinking is a choice, and one you have to work at.



One of the tools I use to help me stick with that choice is to keep my brain focused by feeding it a constant stream of positive input. When I have time, I read, but more and more, I find myself listening to audio books, especially on the drive between Houston and McKinney. My latest motivational gem is a book called *The Trust Edge* by David Horsager.

The book's defining statement is, "Trust, not money, is the currency of business and life." Lack of trust and confidence has reached epic proportions, he says. Think about the scandals in the mortgage and banking industries that robbed people of their nest eggs. People are understandably wary and suspicious of

businesses in general more than ever before, making trust a valuable commodity. "No matter what your role is, trust affects your influence and success."

Horsager says that when we focus on increasing our trust edge, we will enjoy greater success and impact, because transactions (like selling insurance) won't happen without trust. This is why building rapport is crucial to setting up the ideal situation in a prospect's home. Skepticism, suspicion and lack of credibility will kill a potential sale.

To help build and maintain trust, Horsager says there are eight aspects, which he likens to the pillars of crumbled structures in ancient civilizations that remain standing even when the rest of the building is in ruins.

EIGHT PILLARS FOR BUILDING AND MAINTAINING TRUST:

- 1. CLARITY** — Be honest, transparent and authentic. Have a clear purpose and plan. Communicate clearly and turn your plans into action. It's hard to have faith in somebody whom you suspect is not genuine or who seems flaky.
- 2. COMPASSION** — We've heard it a million times because it's true: "People don't care how much you know until they know how much you care." Listen to people and genuinely strive to serve their needs. Don't underestimate this simple truth.
- 3. CHARACTER** — Say what you mean and mean what you say. Do what you

say you'll do, and always do the right thing. That's what integrity is all about.

- 4. COMPETENCY** — It only makes sense that we need to be competent in the areas where we expect people to trust us. Learn and adapt.
- 5. COMMITMENT** — Do what it takes, even when effort and sacrifice are called for.
- 6. CONNECTION** — Trust is about relationships. Learn to ask the right questions to connect with people. Finding something in common with someone helps us establish connections quickly. This is why personal recruiting is such a powerful tool.
- 7. CONTRIBUTION** — Some people are givers and some are takers. Be a giver, because givers invest in others and get results. The more you give, the more you get.
- 8. CONSISTENCY** — Consistency is the only way to build your reputation (your brand). All the pillars of trust are important, but don't amount to anything if they aren't practiced consistently.

I think the biggest thing I took away from this book is that trust flows from individuals, not organizations. The extent to which our Company is trustworthy is in direct proportion to how trustworthy each of us as individuals is. When we do the footwork to build the pillars of trust, we can reap the lasting rewards of the trust edge. 🙌



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